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Art by Patricia Feller

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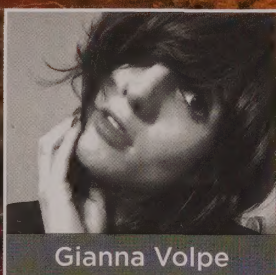


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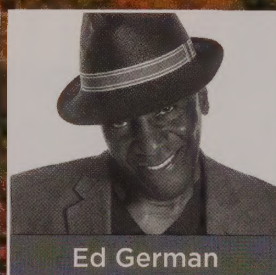
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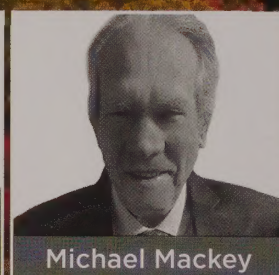
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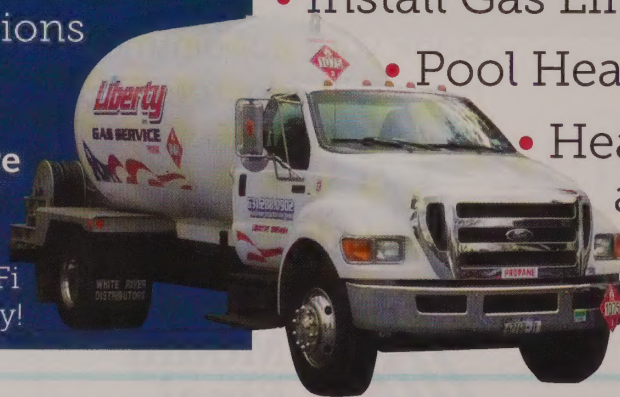
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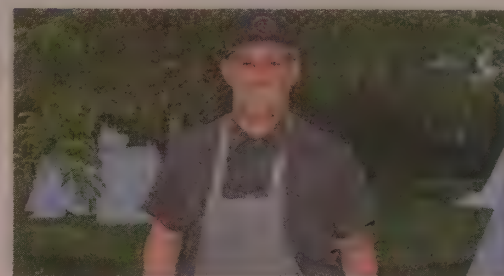
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Hello *Dan's Papers* Readers!

Our names are Victoria and Joshua Schneps and we are privileged to be the new owners and publishers of *Dan's Papers*, DansPapers.com, BehindTheHedges.com, *The Independent* and IndyEastEnd.com.

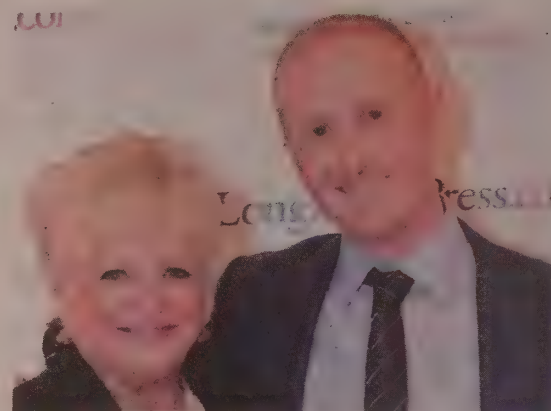
Last week, we officially acquired Dan's Independent Media and brought these iconic brands into the **Schneps Media** family. We value the history, the team members, the readers and advertisers that have and continue to make these titles so engrained and trusted by the community.

We are true believers in local media and will invest in these brands to make them bigger, better, more digitally savvy and connected to our readers than ever before.

As engaged and proactive owners, we would love to hear your ideas and feedback. We are your voice in the Hamptons and are seeking new columnists, social media influencers and people who are positively impacting our communities to collaborate and work with.

Email us at vschneps@schnepsmedia.com and jschneps@schnepsmedia.com

The next page is a brief overview of our history and mission so you can rest assured that the future of your beloved East End media is in good hands.



VICTORIA AND JOSHUA SCHNEPS

Dan's Papers

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VICKI SCHNEPS (LEFT) PROTESTING AT WILLOWBROOK

Our media company is a labor of love that began with *The Queens Courier* in my living room in 1985. I found my passion — the news business. As a former educator my career took a very sharp turn with the birth of my first-born child. Before her second birthday she was diagnosed with severe brain damage from a birth injury. In 1970 we brought her to a “school” on Staten Island in hopes that their Infant Rehabilitation Center might help her with their physical and occupational therapies. Shortly after, I founded Life’s WORC, a group of wonderful, caring people who had healthy children but wanted to help me. We raised thousands of dollars and organized busloads of volunteers to donate their time to help the children at Willowbrook. But state budget cuts at the school caused dramatic service and staffing cutbacks causing people to die.

It was a cold rainy day in 1971 when I picketed with WORC members, fighting for the rights of my daughter Lara and the 5,400 other residents at the “school” who resided at the Willowbrook State School. No one heard our cries until the news media (Geraldo Rivera, most notably) filmed and reported on the abominable conditions at the “school.” It left a lasting impression on me how the power of the press helped

focus on the needs of people with mental retardation and ultimately brought change forever. I had a dream to one day be in the news business myself. As a young mother of four children, I was searching for a career that would allow me to work but be available to my children. With an initial partner, who went on to other projects, he helped teach me the news business. I was the inquiring photographer, news reporter, and finally salesperson.

In 1985, I saw how all the apartment buildings in northeast Queens were going co-op. It seemed to me that if people owned their apartments, there is a greater interest in the schools, the political and civic scenes. We decided to start a weekly newspaper as partners and called it *The Queens Courier*.

Since my son Joshua joined the company, *The Queens Courier* has grown to be part of the largest local media company in New York State, composed of over 70 newspapers and magazines, dozens of websites, hundreds of thousands of email newsletter subscribers, active social channels, the largest group of business-to-business events, live food & drink events, podcasts, videos, webinars and now even virtual events serving New York City, Long Island, Westchester and Philadelphia.

*No is not in
my vocabulary.*

It wasn’t an easy path. As graduates are advised, always reach for the stars and never give up, and always demand the best of yourself and others working with you.

Our passion for bringing the finest quality news to you is stronger than ever. We thank you, readers and advertisers, for all your support in making it possible. We have restated our mission in fewer words,
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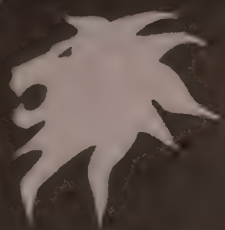


LIVING PLANET BY COURTENAY POLLOCK

Grateful Dead Tie-Dye Artist Courtenay Pollock Exhibition

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VSOP Projects, Greenport Tie-Dye Arts and Hero Beach Club present an exhibition of extraordinary artworks by Courtenay Pollock, the long-time tie-dye artist for the Grateful Dead. The outdoor exhibition features a selection of Pollock's finest tie-dyed mandalas and tapestries, both brand new pieces as well as large-scale historical works. Pollock's art and tie-dye shirts, canned and fresh goods from Treiber Farms, vibrational botanicals, fruit ice pops and a selection of vintage Grateful Dead and '60s ephemera will be available for purchase. On all three days, Greenport Tie-Dye Arts will host tie-dye shirt workshops for kids and adults. 626 Montauk Highway, Montauk. facebook.com/greenporttiedyearts



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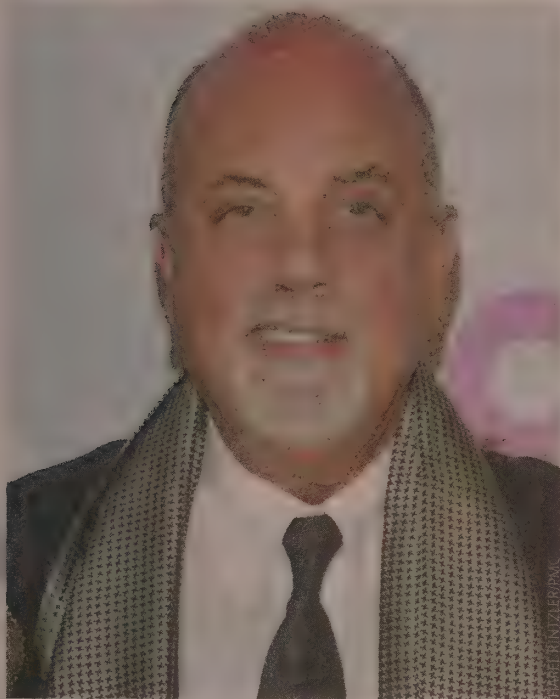
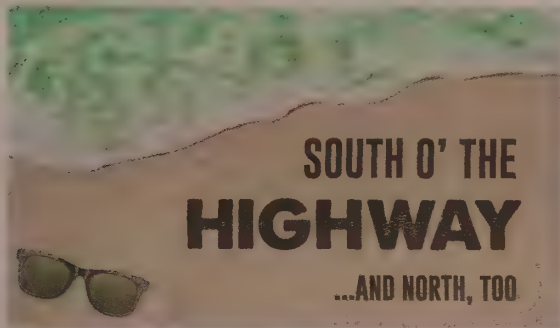
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BILLY JOEL

Sag Harbor's **Billy Joel** has postponed the return of his record-shattering Madison Square Garden residency to November 5, 2021 due to COVID-19 concerns. BillyJoel.com outlined the new schedule: "Please be advised that the six Billy Joel concerts which were originally scheduled to take place at Madison Square Garden between March and August 2020, and were subsequently postponed to September 2020 through February 2021, have been rescheduled to take place between November 2021 and April 2022." Joel's MSG residence has remained steady since January of 2014. He has played well over 100 shows at the Manhattan venue and fans eagerly anticipate the return.

Montauk resident and cinematic chameleon **Julianne Moore** stars in *The Glorias* on Amazon Prime September 30. Moore plays the legendary feminist pioneer **Gloria Steinem** in the film, directed by **Julie Taymor**. *The Glorias* is based on Steinem's autobiography, *My Life on the Road*, and chronicles her life from growing up in India to launching *Ms.* magazine and beyond. **Alicia Vikander**, **Lulu Wilson** and **Ryan Keira Armstrong** also play Steinem at various points in her life, while **Bette Midler**, **Janelle Monáe**, **Lorraine Toussaint** and **Timothy Hutton** play supporting roles. From Amazon Prime: "In this nontraditional biopic, Julie Taymor crafts a complex tapestry of one of the most inspirational and legendary figures of modern history, *The Glorias* traces Steinem's



JULIANNE MOORE

influential journey to prominence—from her time in India as a young woman, to the founding of *Ms.* magazine in New York, to her role in the rise of the women's rights movement in the 1960s, to the historic 1977 National Women's Conference and beyond."

(CONTINUED ON PAGE 17)

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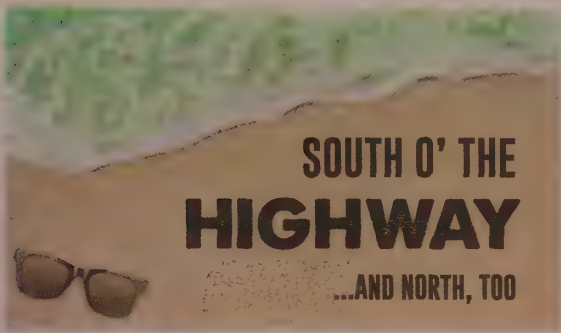
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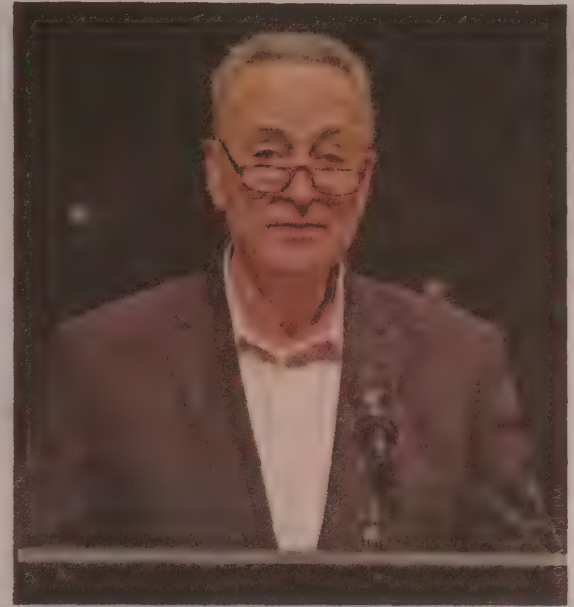
(CONTINUED FROM PAGE 15)



SCARLETT JOHANSSON

Amagansett resident **Scarlett Johansson** recently spoke with *Empire* magazine about the upcoming Marvel Cinematic Universe (MCU) film *Black Widow*, the first solo outing for the character. "I think this film in particular is very much reflective of what's going on in regards to the Time's Up movement and the #MeToo movement," she told *Empire*. "It would be such a miss if we didn't address that stuff, if this film didn't take that head-on. I think, particularly for **Cate Shortland** [director], it was so important for her to make a movie about women who are helping other women, who lift other women up out of a very difficult situation. Someone asked me if Natasha was a feminist. Of course she is, it's obvious. It's kinda an asinine question." *Black Widow* is a prequel that tells a solo adventure for the beloved Marvel heroine, in which Natasha Romanoff aka the Black Widow must face her past. Other stars include **Florence Pugh**, **Rachel Weiss** (Oscar nominated for *The Favourite*) and **David Harbour** (Sheriff Jim Hopper in Netflix's Montauk-inspired hit *Stranger Things*). The film is currently slated for release November 6.

Page Six reports that **Libbie Mugrabi** recently brought new paramour **Brock Pierce** to the invitation-only 1640 Society event outside Seasons of Southampton. Also at the event were real estate mogul **Kent Swig**, venture capitalist **Tim Draper**, 1-800-Flowers founder **Jim McCann**, poultry heiress **Mitzi Perdue**



CHUCK SCHUMER

and **Anthony Scaramucci**. According to Draper, the event is to "compare notes on issues relating to wealth management, asset allocation, governance, impact investing, philanthropy and passing family values to the next generation of leaders." The outlet also reports that Senator **Chuck Schumer** was seen dining at 75 Main over Labor Day weekend, despite the recent controversy that saw the restaurant lose its liquor license.

Read more *South O' the Highway* at DansPapers.com.

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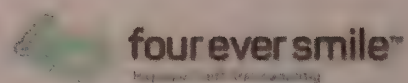
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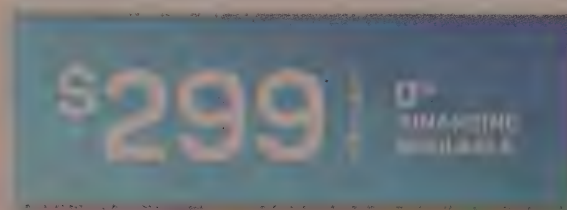
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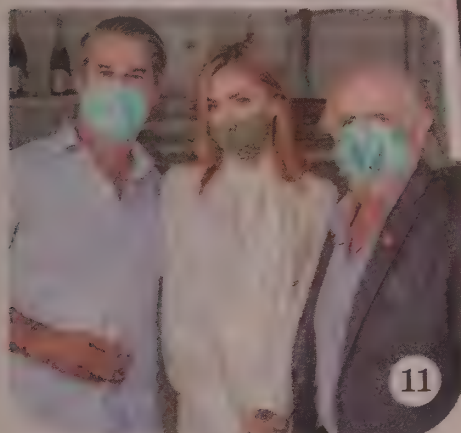
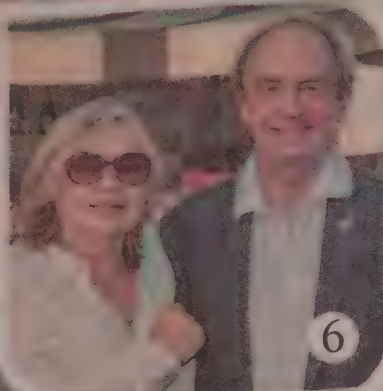
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SASF and Jean Shafiroff Host Small Celebration at NAIA

Southampton Animal Shelter Foundation and Jean Shafiroff hosted a celebration to honor the community's animal shelter, at NAIA Restaurant at the Capri Hotel on Thursday, September 3. Shafiroff and Co-Presidents of SASF, Beau Hulse and John Bradham thanked the volunteers and guests for all of their support and dedication to the shelter. Bill McCuddy was the emcee for the evening. Photographs by Barbara Lassen



1. SASF Honorary Board Member Jean Shafiroff
2. Missy Hargraves with Charlotte
3. Kelly Gurdeniz, Kingsley Crawford, Jesse Smith, Nathania Nisonson, SASF Director of Adoptions Kate McEntee, James Marzigliano, Conor McEntee
4. Chad Cascadden, Rolise Rachel
5. Deanna and Rick Passarelli
6. SASF Honorary Board Member Raya and SASF Board of Directors Clifton Knight

7. Debra Linsey, NY Assemblywoman Rebecca Seawright
8. SASF volunteer Nathania Nisonson with Charlie, SASF volunteer Jen Bediane with Chandler, SASF Adoption Coordinator Tracey McLaren with Charlotte
9. Pamela Dove, Alvin Valle, Enrico Bruni
10. Chuck Levert, Antonella Bertello
11. SASF Co-President John Bradham, Ksenia Ocheredko, SASF Co-President Beau Hulse
12. Adele Nino, Maria Fishel

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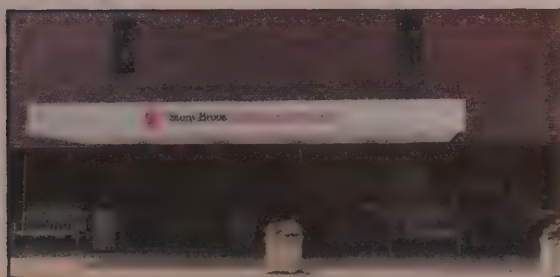
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Riverhead Supervisor Looks to FBI to Investigate Racist Hate Mail Sent to School Superintendent

BY TAYLOR K. VECSEY

The Riverhead Town Supervisor has requested a federal investigation into racially-charged, threatening hate mail reportedly sent to the Riverhead Central School District superintendent before she suddenly resigned at the end of June.

Supervisor Yvette M. Aguiar requested the FBI initiate an investigation.

Dr. Aurelia Henriquez received three handwritten notes with ethnic and racial at both her home and the district office in June. According to a Suffolk County police report obtained by IndyEastEnd.com, she found an envelope on the windshield of her car, parked outside her house in Patchogue on June 22. Inside was the head and arm of a doll, referred to as a Barbie, plus another envelope with a letter that contained a racial slur and said, "Resign you will suffer if you won't leave. We hate your kind."

A Suffolk detective noted he later received a request from the Riverhead Police Department

asking for the Hate Crime Unit's assistance with similar letters Henriquez received at work. Police said she was unwilling to cooperate.

Henriquez resigned abruptly on June 30, soon after the school district's budget was voted down.

"I became aware the case had been closed by the Suffolk County Police Department for lack of cooperation from the complainant," Aguiar said last week. "I noticed at least two of the letters were written by the same author," she said. "Under these types of circumstances, the FBI has the ability to pursue the matter, regardless of whether there is a complainant or not."

As of last week, she had not heard back from the FBI.

"The messages sent goes against the moral value and fabric of our society. I will not tolerate threats or any act of hatred in our community. I will do whatever is necessary to identify the author of these letters and hold them accountable," the town supervisor said. 🐾

Shelter Island School to Part Ways With 'Indians' Name

BY TAYLOR K. VECSEY



THE LONGTIME SHELTER ISLAND SCHOOL NAME AND MASCOT WILL SOON BE A THING OF THE PAST.

In a unanimous vote, the Shelter Island School Board did away with the school's sports name, the Indians, following a push this summer to retire what many said was an offensive and stereotypical use of a name and image.

The August 31 decision came after the school board heard from people on both sides of the issue. In July, former students started an online petition that was later presented to the board.

"I'm proud of the Shelter Island School Board for their diligence in going through this process," said Kathleen Lynch, the school board president. "It has not been an easy place to sit but we were so impressed with the turnout at our two meetings and the number of community members who came forward to share their thoughts and opinions."

Bryan Polite, the chairman of the Shinnecock Nation Tribal Council, was pleased to learn of the decision. He had denounced the use of "Indians" and disagreed with those who claimed it was a way to honor the Native Americans who first called Shelter Island home. People on both sides of the issue told the board the image at center court was not even historically accurate of the Native Americans who lived on Shelter Island, the East End or even the East Coast.

"It was great to see the energy of current and former students build the movement to have a discussion about racial imaging and how it affects the surrounding community," Polite said. "The conversation was long overdue and I want to thank the students who organized and brought this much needed change."

The board will take on the next task of finding a new mascot soon. Suggestions so far include the Islanders, the Osprey, and Fish Hawks. "The change will be a process and we are in no rush," Lynch said. 🐾

Dan's Independent News Service

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Two Serious Head-on Crashes in Two Hours

BY TAYLOR K. VECSEY

At the start of the Labor Day weekend, within two hours, there were two fiery head-on collisions in Southampton Town, both which left several people in serious condition.

On Friday at about 7:30 p.m., a 20-year-old was allegedly speeding in a 2020 Mercedes-Benz on Dune Road when he crashed into an 81-year-old woman and her granddaughter driving to dinner. Mark Criollo was driving "at a high rate of speed" on the single-lane road when his sedan struck Barbara Reich's 2018 Mercedes sedan, police said.

Reich was trapped inside the mangled wreckage. It took the Hampton Bays Fire Department 45 minutes to free her, while other firefighters put out the fire that erupted in the other car. Witnesses had dragged Criollo from burning car.

Both drivers, who police said had "very serious injuries," were airlifted to Stony Brook University Hospital.

Meanwhile, charges of second-degree assault, a felony, and reckless driving, a misdemeanor, were filed against Criollo. He could face more serious



MARK CRIOLLO'S 2020 MERCEDES-BENZ ERUPTED INTO FLAMES AFTER THE CRASH.

charges. Then at about 9:20 p.m., a 28-year-old driving the wrong way while intoxicated crashed into two cars on Route 105 in Flanders, seriously injuring an East Hampton woman and her 14-year-old daughter, police said. Edgar Juarez-Velasquez, who lives in Flanders, allegedly drove a 2004 Ford north in the southbound lane on the two-lane road, which is separated by a grassy median. The first officer to arrive on scene pulled the driver out of the burning car, saving his life, according to Riverhead Volunteer Ambulance Corps Chief Bill Wilkinson.

Yalisa Munoz, 49, and her daughter were trapped inside their 2009 Honda and had to be extricated. They were airlifted to Stony Brook. The driver of the third vehicle involved was also taken to the hospital. Juarez-Velasquez, also injured, was charged with misdemeanor DWI. He could also face upgraded charges. 🚒

Teen Files Civil Suit Against Meryl Streep's Nephew After Alleged Attack

BY TAYLOR K. VECSEY

The 18-year-old seriously injured in an assault following a road rage incident in East Hampton Village has filed a civil suit against the alleged perpetrator, Charles Harrison Streep, the 31-year-old nephew of the actress Meryl Streep, his attorney announced on September 8.

Edmond Chakmakian also asked the Suffolk County District Attorney's office to pursue hate crime charges, claiming Streep spewed racial epithets at his Latino client.

Police said Streep attacked David Sebastian Peralta-Mera, a Springs resident, in the Chase Bank parking lot in broad daylight on August 24. According to witnesses and surveillance footage, Streep was pulling out of the Circle, leading to the parking lot, when Peralta-Mera turned his Ford Mustang onto the Circle from Main Street. He reportedly came a little too close to his Audi A5 convertible. Streep confronted Peralta-Mera, put him in a chokehold and threw him down on the ground, police said in documents filed in court.

Peralta-Mera underwent emergency surgery for "life-threatening and life-altering injuries" at Stony Brook University Hospital. He suffered a brain bleed which required the removal of his skull cap to stem bleeding to his brain, Chakmakian said. "He is now suffering from cognitive issues and is facing a long and uncertain recovery."

Peralta-Mera was set to start his junior year at St. John's University where he is studying, criminal justice. "Instead, he had to defer his attendance while he attempts to recover from his massive head injuries," Chakmakian said.

Streep was arrested on felony assault and strangulation charges three days after the attack, and is free on bond. 🚔



DAVID SEBASTIAN PERALTA-MERA UNDERWENT SURGERY TO STOP A BRAIN BLEED FOLLOWING THE ATTACK.

The Conversation

Check out what IndyEastEnd's readers have to say on social media about what's happening in our community.

March in Southampton Village Showed Police 'We Have Their Back'
"Well done Kenny Oliver, shout out to all that marched. There were more than 300 marching." —Ray Pappy Card, Facebook

"Supporting the police is good. Holding them accountable when they do wrong is good. Always supporting them whether what they do is good or not is not." —Axel Norris, Facebook

"Great rally! I was very glad to have been apart of it. Thank you for the media coverage" —elena_streisand, Instagram

Shelter Island School to Part Ways With 'Indians' Name
"OMG we need Trump now more than ever." —Peri Grandone, Facebook

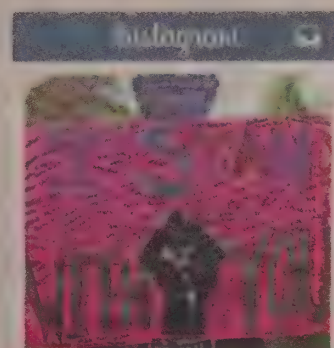
New COVID-19 Guidelines for Agritourism Businesses
"Ummm a little late, Harbes in Mattituck has been ridiculously busy with hundreds if not thousands there at a time for months." —Kenny Burns, Facebook

"Enough with the guidelines Cuomo....COVID is below 1% it's time for normal none of this new normal bullshit....NORMAL....if not now then for the love of god tell me when" —Cynthia Galvin Kamp, Facebook

Black Lives Matter March Organizer Calls on Supporters to 'Use Your Voice'

"Thanks to the Independent for covering both demonstrations. Despite Lee Zeldin's fear mongering, the people of CD-1 generally respect other and the law. If only the rest of the country could protest peacefully without provocation and vigilantes." —Alan Wikler, Facebook

"November 3rd is the only day that matters! 'Nov 3rd Matters'" —Ron Esposito, Facebook



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Two Rallies in One Day

BY TAYLOR K. VECSEY



THE EAST END IS DIVIDED, WITH MANY SUPPORTING BLACK LIVES MATTER...

CHRISTINE HEEREN

People gathered in Southampton Village Saturday for two separate rallies; one with a focus on supporting the police and law enforcement after a divisive summer following the death of George Floyd, the other a reminder that the Black Lives Matter movement is not going away.

The “Back the Blue Rally” had been on the books for more than a month, when the organizers of a “Black Lives STILL Matter” rally put it together out of fear for what they believed was an assembly with intentions other than simply showing support for police. Many wondered whether it had some alignment with white nationalist hate groups, or it was a political rally for President Trump, which the organizer denied.

“We have organized protests all summer on the East End that have been peaceful and have opened dialogue with local police departments,” said Lisa Votino who supports the Black Lives Matter movement. “We were taken aback when a ‘Back the Blue’ rally was scheduled for Southampton Village. It didn’t make sense. It was so counterproductive to all the good will that has been built on all sides out here.”

Votino said that, “Unfortunately ‘Back the Blue’ rallies on Long Island have been more about Trump, hateful rhetoric and flagrant racism than about supporting our officers. I attended the ‘Back the Blue’ rally at Eisenhower Park where counter-protestors were screamed at, ridiculed for wearing masks,” she said, adding that an attendee called a young Black woman a hateful name, cursed at her and threatened violence.

The pro-police gathering drew about 300 people Saturday morning, and took place with no incidents, despite much anticipation surrounding the event, it was a peaceful gathering.

“If there is anybody out here who doesn’t have thick skin, there might be a few people trying to antagonize you. Please don’t walk with us. We don’t need a good day to turn into a bad day,” said Kenny Oliver, the organizer, told the crowd at Agawam Park. “We need to be respectful of what we’re marching for.”

Oliver initially did not give his name when the rally was first announced, which helped fuel some skepticism. After the backlash, he revealed his identity to help dispel the rumors and keep agitators away. A retired Southampton Town and New York City police officer who lives in North

Sea, he said he only wanted to show support for law enforcement and military after a difficult summer. He also denied it was a protest against the Black Lives Matter movement.

“This is a peaceful walk. This isn’t a counter protest. This is just to show support—much needed support—for the military, National Guard, and the police department,” he told the crowd.

The introduction including a blessing, the Pledge of Allegiance, and “The Star-Spangled Banner,” sung by 14-year-old Julianne Gargiulo of Manorville.

About 50 motorcyclists led the march around the village. Police officers shut down the streets in the heart of the business district. Some hoisted American flags or “thin blue line” flags. Others carried signs, like “We support and pray for our police,” or “Thank you. Back the Blue.”

There were about four to five people along the route wearing Black Lives Matters shirts. One woman, Tanish Lindsay, who has organized several protests in Montauk, quietly joined in on the march. No one gave the marchers a hard time. The Black Lives Matter organizers had discouraged any counter-protesting during the rally.

While the organizer said the rally was not political, there were some hints of the 2020 election; Trump shirts and flags. One woman held a sign that said, “Cuomo must resign now! For all his bad decision!,” followed by a list including “defunding police” and “killing elderly in nursing homes from the virus.” The sign also said, “NY is in chaos.”

Assemblyman Anthony Palumbo, who represents the North Fork and portions of the Town of Brookhaven, was among those in attendance. He is also running on the Republican ticket for State Senate to fill the seat Senator Ken LaValle Jr. has long held. Palumbo’s father was a Suffolk County homicide detective and he grew up in a law enforcement family. He went on to be a Suffolk prosecutor, working as the trial supervisor for the five East End towns.

“The climate has gotten so crazy,” he told IndyEastEnd.com. “But I think it’s even more important this year. Has a lot to do with what I think is the Albany–New York City politics that are not just pro-defendant’s



CHRISTINE HEEREN

...AND OTHERS SUPPORTING THE POLICE AND THE NOTION OF "ALL LIVES MATTER"

rights now. I think the pendulum has swung so far now that it is visibly and actually anti-police. And that is not our way of life here."

He pointed to the six Long Island Democrats in the Senate who voted with the New York City Democrats in favor of progressive reforms, like bail reform—"which has been disastrous, makes our communities less safe"—and making police personnel files subject to public disclosure.

"That's why this is so important and it's great to see such a wonderful turnout," he said. "That's critical that we show our support to let them know we have their back and that I always will, I have and I will continue to do so in the event that I am lucky enough to win this seat."

Joe DeStefano, a New York State Assemblyman who represents portions of the Town of Brookhaven, said that more rallies like these are being planned throughout the county.

"As a 27-year member of the Sheriff's office, I know what it's like to be on the front lines. We do every thing we can in Albany to support all the initiatives that support our law enforcement community and our veterans," he said. "We believe that what is going on in our cities and our state is horrendous and we don't want to tolerate it. We want to make sure that the people who are the silent majority become the vocal majority to let people know and don't be afraid to say what it is that you feel what your law enforcement do for you every day in your community."

At 4 p.m., long after the pro-police rally was over, a small, but vocal group gathered for the "Black Lives STILL Matter" rally and march at the same park.

Willie Jenkins, one of the organizers, took note of the smaller crowd that came when protests began on the East End in June after Floyd's death, there were 1,000 people in attendance. "Now, probably 50 people," he said looking around in the park (though there were about double that in the march).

"It does not matter," Jenkins, a Bridgehampton native, continued. "I don't care if it's just two of us. The extra voice is enough. Use your voice. If you have privilege, use your privilege."

Over a loudspeaker, Jenkins thanked the police officers nearby and the group gave them round of applause. Before the march, he went up

and spoke directly with officers to thank them. "We appreciate you. We appreciate you when you do your job right," he said. "But we're going to speak up when your job isn't done right."

Police shut down the streets in the heart of the business district, just as they had done for the 'Back the Blue Rally' earlier in the day. Holding "Black Lives Matter" flags and signs calling for unity and equality, the group marched and chanted phrases like, "Whose flag? Our flag."

The upcoming election was even more apparent at this rally. No one could miss the giant puppet of Trump, carrying a "Vote Biden Harris" sign, that one person marched with down the street.

Trevon Jenkins, a member of the Shinnecock Indian Nation and another community activist, urged young people to vote. "There's no more just sitting in the house complaining without voting," said Jenkins, who has no relation to Willie Jenkins. A voter registration table was set up in the park.

"What we all need to understand is, this is not just a march for today. It is not a yesterday's march and it is not just for show. This is to explain that all lives should be equal. But we're not there as a country so we need to be there as a country," he said. "The only thing that matters is Black lives right now because they don't matter to America. We don't matter to America. It's been shown over and over again. So that's all the message is. There's no politics. There's no forget white people, forget police. That's not what this is. We just want to matter as much as the next white citizen does."

There was one detractor. An older man was caught on video, inaudibly, arguing with those who had gathered at the park in support of the march. One woman yelled at him, "Nobody is saying all lives don't matter. Nobody!" A younger woman led him away from the group just as two officers on bicycles pulled up and rode near them as they walked out of the park.

Willie Jenkins could be heard over the loudspeaker saying, "It's okay. Leave him alone. Don't engage," followed by, "You have a wonderful day, sir. We love you too." He followed it up with "Black lives matter," chants until the man was out of the park. 🐾

With reporting by Christine Heeren

A New Waterfront Park

*Bulldozers, Backhoes, Pile Drivers, Cranes and a Steam Shovel.
Then Grass and a Boardwalk*



BY DAN RATTINER

Across the street from where I live, 30 boats bob side-by-side every summer in the slips of Town Marina. It's a town-owned waterfront facility, 800 feet long and fifty feet wide. Mariners pay a fee to park their boats here. They've been doing it for years.

Every December, when no boats are in the slips, the overhead lights at night illuminate a row of colorfully lit Christmas trees placed by the Highway Department at intervals along the path and grass that separates the slips from the road. For the holiday season, it cheers up the dreariness of the winter. We see it from our living room.

This past December, however, there were no Christmas trees. I wondered why. I called the town. They said the trees would be back next year. But not this. No further explanation.

A few days later, construction workers arrived and provided the answer to that question. They put up a snow fence along the road for the entire length of this property. And the next day, two bulldozers appeared, whose drivers commenced noisily to dig up the path and grass and make the entire strip behind the bulkhead into a construction site. When I saw that, I strolled across the street, leaned on the snow fence and

hailed the driver of the larger of the bulldozers. He stopped, turned the engine off, and hopped down—a handsome man of about 50 in a hard hat.

"I live across the street," I said, introducing myself and pointing to one of the five homes facing the water on the other side of the road. "What are you doing?" I asked.

"We're tearing out the old bulkhead, putting in a new one, taller and stronger. And I know who you are. You know my dad."

He pointed to the side of his bulldozer. The driver's door said KEITH GRIMES, with a phone number.

"Vinnie?" I asked.

"The same."

"I used to sell advertising to Vinnie. He owned a gas station in Montauk for many years."

"Yes, he did. He's retired now."

"Time flies. Please give him my regards."

"I will."

"So how long will this construction take?"

"We're contracted to finish the project in time for the 2020 boating season. Should wind up the week after this coming Memorial Day."

And with that, he got back in his bulldozer, started it up, waved and, with a roar, began shoving more dirt around.

A week later, steam shovels joined the bulldozer, making ever-louder banging noises in that narrow strip as they loaded the old dirt into trucks to have it carried away. Thus, a great gash was created behind the old bulkhead for its entire length. In February, a crane with a 40-foot boom arrived and workmen, operating at Keith's orders, wrapped its chain around the old pilings and rusty steel and one after another pulled them up, dropped them into trucks and had them hauled away.

Also at that time, a 50-foot-tall pile driver secured to a barge was floated over and, as the old bulkhead was ripped away, workmen operating it repeatedly began dropping a heavy iron weight onto the top of newly arrived telephone poles, driving them into the seabed so other workmen could attach new steel to them. The huge racket all this heavy equipment made for the rest of the winter and early spring woke us up promptly at 8 a.m. every weekday morning. It became our alarm clock. By the way, every piece of equipment said KEITH GRIMES on the side.

Two days a week, we'd wake up at 8 a.m. because there was NO racket.

"Saturday," my wife would roll over and tell me.

But on those weekdays, I'd see something, dress and walk over to hail Keith Grimes. Always, he'd



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stop, hop down from his bulldozer and patiently come over.

"What is it?" he'd ask.

"What's going to happen with all these overhead lights?" I asked him one day.

They were atop telephone poles.

"We can only work around them for so long," he said. "I've now got permission to take them down. But I'll put them back."

Another time, I asked him about grading. The road was higher than the bulkhead. In prior years, the grassy area between street and bulkhead was a hillside. Now, with the new bulkhead taller and further out into the water, this hillside would be less of a slope. Still, a ball thrown could roll into the water. Unless he was careful.

"I'm on it," Keith said.

I was over other days, making other pointers and suggestions. In other words, I was now supervising. Keith patiently listened to what I had to say each time.

In late March, huge eight-ton reenforced concrete caissons as big as cars arrived on the backs of flatbed trucks. The workmen, using the backhoes and the crane, wrestled them down into the ditch behind the new bulkhead to reinforce it against future hurricanes and rising tides. After that, sand and topsoil came in, a magnificent boardwalk was built, and grass was planted between the boardwalk and the road.

Now there was now hardly any hill at all.

Keith Grimes got this finished on the second week of June, after the Memorial Day weekend. Working six months, he missed that deadline by five days. But I think they forgave him. And now

the boats came in to tie up.

Today, the bulkhead is two feet higher and two feet further into the harbor for its entire 800-foot length. And what used to be a narrow path along the bulkhead is now a park with a wide boardwalk with benches and lawns.

It's beautiful. Besides the boating people, couples with their children walk along the boardwalk. Lovers and older folk sit at the benches. Runners jog up and down its entire length. And people picnic there as the sun sets across the water.

Last week, during Labor Day weekend, we sat out on our patio with some friends (observing social distancing) and talked, among other things, about what is happening to America. There was the usual talk from some about liberals who want to tax the rich to help the poor, which would, some said, cripple businesses and make the citizenry lazy and not wanting to work anymore.

But one friend talked about the money used to create our new park across the street. The money had been raised by a recently created 2.5% tax on all real estate transactions exceeding a quarter of a million dollars. The rich were paying these taxes. So far, the tax has raised an astonishing billion dollars since its creation 15 years ago. And by law it's used to buy property to become parks, historic museums and open space. It's been a gift from the rich to the poor, if you look at it that way, but it's actually a gift to everybody, rich and poor.

Here, just in the Springs where I live, the money has been used to create a farm museum on Cedar Street, a four-acre restoration of the

home and studio of artist Jack Little on Squaw Road, a workshop and museum on North Main Street where, in the 18th century, members of the Dominy family made and sold grandfather clocks, a sandy and now-protected small island for picknickers in Three Mile Harbor and various nature preserves. Everyone loves the East End. So instead of it becoming all gated private mansions with Keep Out signs, this town and the other towns in the Hamptons have spent all this money to create new amenities for us all, on this stunning peninsula that is among the most beautiful in the world.

I have this wonderful memory of this project.

One day, shortly after 4 when everybody left the construction, I thought of some new thing I wanted to tell Keith Grimes. So, for the first time, I called his office.

"Is Keith there?" I asked.

"No, he isn't. But he'll be in in the morning."

I knew him well enough by now. "Could you give me his cellphone?"

"He doesn't have a cellphone."

"Then tell me his email. I want to tell him something that can't keep until morning."

"He doesn't use a computer," I was told.

And so it occurred to me. He is in his bulldozer making the dirt fly wherever the jobs take him. He never grew up. He just likes smoothing and shifting the dirt in his bulldozer all day. And so that's what he does.

He's the Lone Ranger. He makes things right, then rides off into the sunset on his bulldozer to find a new place to work, leaving a silver bullet behind. Bravo, Keith! 🤠



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FIRST PERSON

No More Hamptons Tumbleweed Tuesday

For the first time in over 20 years, there is no “Tumbleweed Tuesday” in Southampton. The weather promises to remain swim-able. Trees and bushes are in full bloom. The “summer people” seem to be staying on the East End through the end of September and we are receiving numerous inquiries for monthly reservations through year end. Even a few for the first quarter of 2021.

This has been a rollercoaster of a tragic and surreal year. By February of 2020 the Southampton Inn ledger reflected the highest advanced reservations and deposits in our history. By the end of April into mid-May, we experienced over \$2 million of cancellations for all corporate groups, International travelers, guests who would have to fly here—especially Florida, Texas, and California.

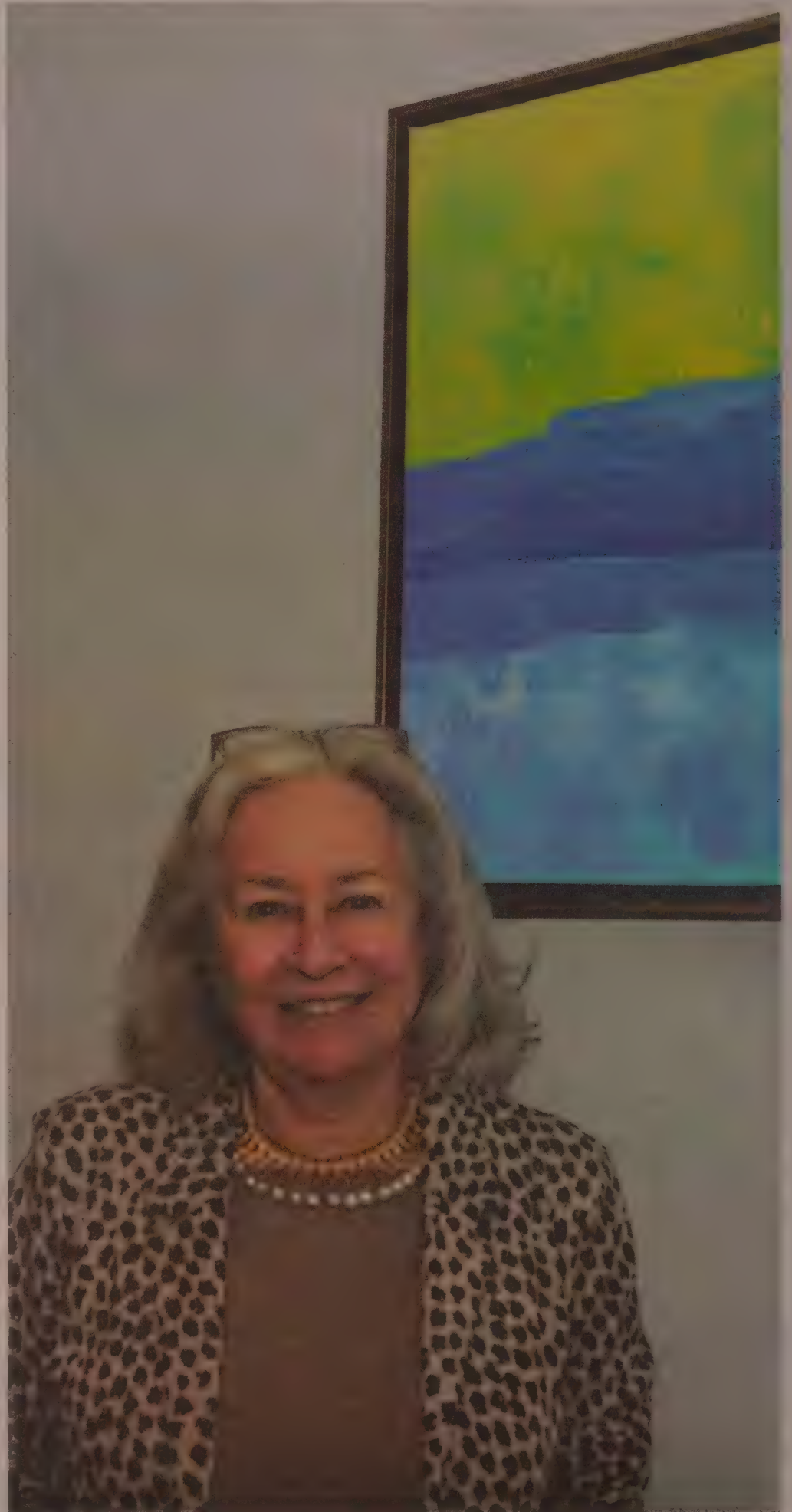
All weddings, all visitors attending special events and galas, all family reunions, golf outings, cancelled. City dwellers on lock-down. And after a frightening few weeks of trying to determine how to stay the course, retain jobs and provide lodging for community members, reservations from a mostly new group of visitors started booking quickly. Visitors from New York City and the tri-state area, more families, pets and those whose plans to travel to Europe, cruise or visit domestic fly-to destinations were instead visiting the Hamptons. And then, after experiencing it, hoping to stay.

We are now finishing the traditional “high season” months of July and August with record-breaking occupancy and revenues. But the costs have been high. Since the Southampton Inn is open year-round and had hosted medical staff brought to Long Island to assist the local hospitals with the pandemic, we had time early on to prepare for health and safety following CDC guidelines. From reconfiguring check-in with sneeze guards and ropes to removing draperies from guest rooms, to purchasing UVC Sterile-Light units to disinfect guest rooms and offices, to providing beach bags with masks and gloves, placing hand sanitizers everywhere, and removing some furniture from the lobby/library, there were countless measures taken to protect staff, guests and the community from illness.

Claude’s restaurant brand evolved into colorful picnic baskets with individually wrapped foods that were brought to various outside venues, including lawns, patios, the courtyard and garden. Even the name of the picnic baskets—“Ascot” and “Sunday in the Park with George”—were reminiscent of the olden days in the Hamptons, when outside dining was a picnic rather than “al fresco.” When Phase 4 permitted inside dining, the café and ballroom were set up to accommodate only 25% of the permitted occupancy.

Everyone seems to be happy, feeling safe and cared for, and eager to continue to visit, stay, shop, explore and enjoy the beauty of the East End. We are not taking anything for granted these days. While there is a new comfort in experiencing an extended “season” beyond Labor Day, there is so much uncertainty about a “second wave,” reinfection, school policies and availability of housing and infrastructure to accommodate all, that we are watching carefully as we move forward toward autumn. Weekend guests and overnight visitors are always welcome, but a trend seems to be that guests are asking to take 28-day stays. Packages that historically included pumpkin mazes and winery tours, moonlit kayak paddles, concerts and theater are not being promoted, but we have the clean air, magnificent beaches, bike rides, hiking and safely distanced dining in local eateries. We are hopeful that this trend will continue—as I’ve been trying to brand the “off” season in Southampton Village for the past decade. 🍂

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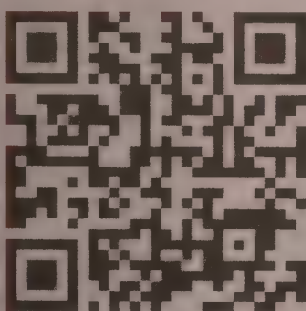
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HEDGES

BEHIND THE

HAMPTONS REAL ESTATE & LIFESTYLE. STEP INSIDE

ART & ARTIFACT

INSIDE THE LEGENDARY
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STEP INSIDE....

SEPTEMBER 11, 2020

THE ARTIST'S RESIDENCE



A history of the Elaine De Kooning House in East Hampton

AT HOME WITH MICHAEL SNELL



Michael Snell talks about his business, East End living and how he has reevaluated life during the pandemic.

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BEHIND THE HEDGES

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EVERYTHING EAST END



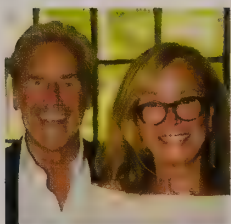
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REAL ESTATE ROUND TABLE

Going that extra mile for buyers and sellers

ABOVE AND BEYOND

Extreme weather, extravagant requests, extraordinary times...nothing gets in the way of true professionals going the extra mile, even after a property has been sold, for their clients. Gather 'round as our gathering of Hamptons and North Fork real estate insiders share stories about how they've made every effort, and then some, for their buyers and sellers on the East End.



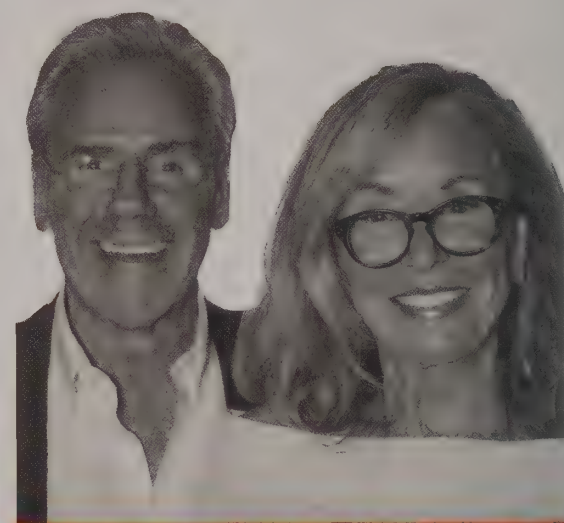
HAL ZWICK
TOWN & COUNTRY REAL ESTATE

I try to do a thorough analysis of the current value and the growth potential of the site—I leave no stone unturned. I recommend vendors to them, and my relationship with them usually continues after the closing as there are always opportunities they should explore with commercial sites.



TIM DAVIS
THE CONCORAN GROUP

Years ago, I had a customer who had been struggling to come out to see a property that just came to market and had gotten into a bidding war and they had not seen it. He was traveling abroad and returning home when a major snowstorm hit the New York area. I arranged for a car service to drive them out in an SUV with four-wheel drive, and they arrived in the dark in the middle of what was turning into a blizzard. They viewed the property, won the bid the next day and we closed. Still friends with them today.



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REAL ESTATE ROUND TABLE

ABOVE AND BEYOND

Going that extra mile for buyers and sellers



JUDI DESIDERIO
TOWN & COUNTRY REAL ESTATE

In my 36 years I have seen agents go above and beyond many times. Now add these extraordinary times and I must commend all our real estate professionals. I see agents working tirelessly, seven days per week, from morning through the evening. Like many other of my colleagues, I have had listings repainted, repaired, landscape clean-up and staged with new linens/towels/sisal area rugs and much more. That is a delicate task, as you want to help the sellers maximize their investment potential yet not criticize how they lived before you redecorate.

We've sent all means of transportation to pick up clients and deliver them back after touring and lunch. I tend to friend for life, so many of my clients become friends whom we boat with, dine with, socialize with more. It speaks volumes in our business when 30 years later customers who purchased from us seek us out to represent them when they're ready to sell. That's a feel-good real estate moment



THOMAS McCLOSKEY
DOUGLAS ELLIMAN REAL ESTATE

My team and I have become the Chamber of Commerce and the Better Business Bureau for all of our clients. This is before, during and after a deal is done. They all know to call me if they need a recommendation for contractor, restaurant or any other service provider. I do have one client who expressed an interest in fishing. I set him up with a few lures so he could explore on his own and then took him out twice on the boat. I am looking forward to getting him out more often in the future. Earlier this season, I took waterfront buyers out on my downeaster to view properties from the water. This was a much better way to show them the area and add to their North Fork experience.



TIM MORABITO & NICOLE WEISS
COMPASS REAL ESTATE

We've gone as far as power-washing the deck and patio to make the sale for one client, as well as emptying out a garage filled with 50 years of clutter for another.



J.B. ANDREASSI
NEST SEEKERS INTERNATIONAL

For one house that my buyers purchased, I had to send my brother's work crew over to help with landscaping and lawn maintenance when the guys that cut their grass didn't show up for two weeks. The buyers were extremely grateful to have someone that they could trust come through for them, even though on paper my job was complete after the house was sold. For another house that I sold in Southampton Village, I helped my buyers find a reliable and reputable contractor that could help with their renovation needs.



ALAN SCHNURMAN
SAUNDERS & ASSOCIATES

The Hamptons are known to have tenants who are used to the highest end of service. One home had a golf green. The tenant wanted the sand in the sand trap to be replaced with the same sand that they had at their golf club. Need I say more?

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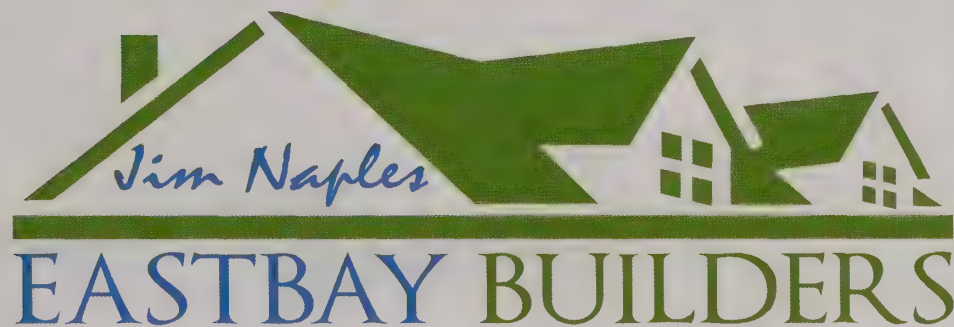


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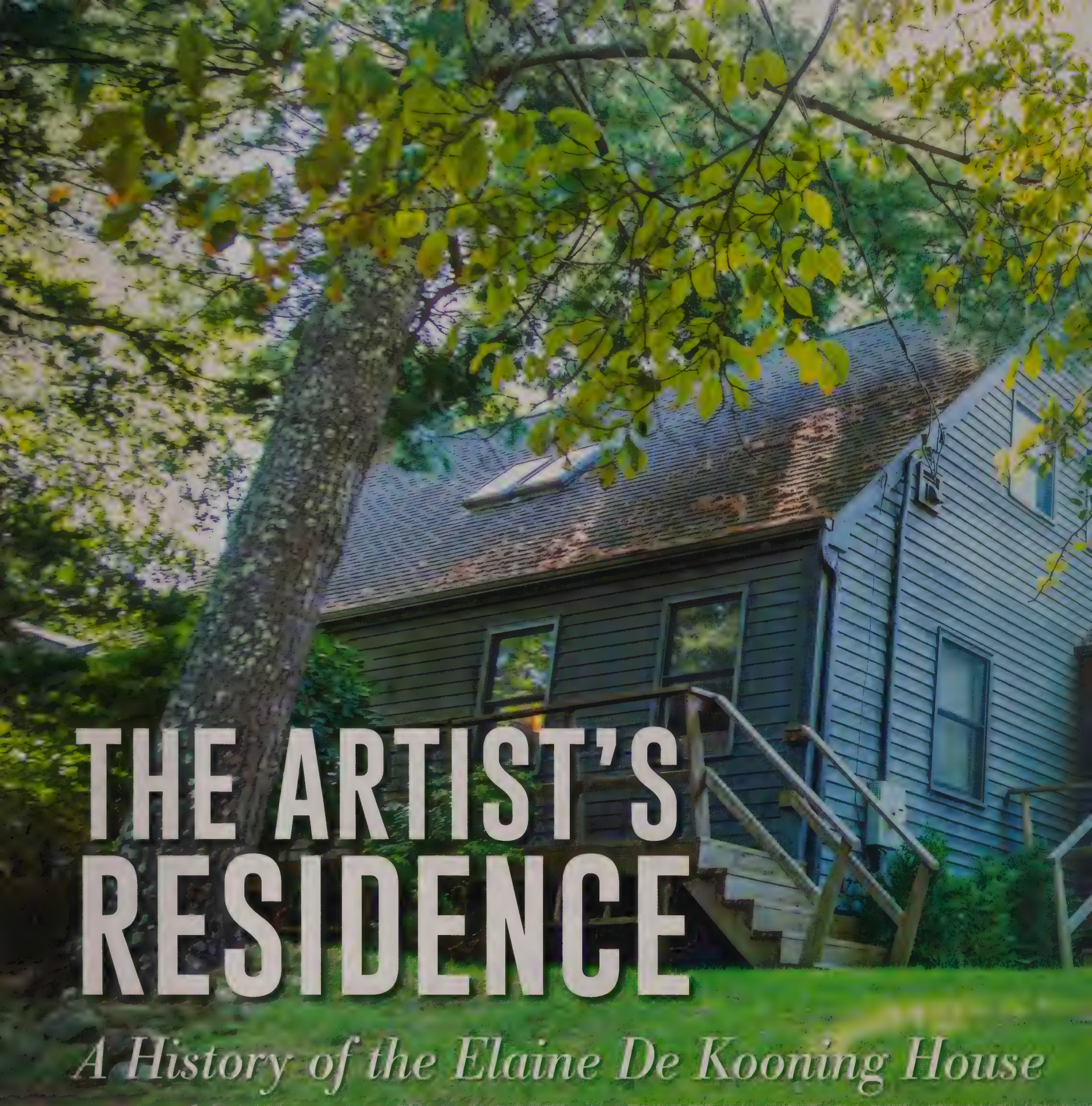
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THE ARTIST'S RESIDENCE

A History of the Elaine De Kooning House

“WOMEN CAN ALSO BE CREATIVE IN TOTAL ISOLATION.
I KNOW EXCELLENT WOMEN ARTISTS WHO DO ORIGINAL WORK
WITHOUT ANY RESPONSE TO SPEAK OF. MAYBE THEY ARE USED
TO LACK OF FEEDBACK. MAYBE THEY ARE TOUGHER.”

—ELAINE DE KOONING



The sun spills generously into the wide, open studio of Alewife Brook Road, East Hampton. A painter, sprawled on the floor, deep in thought about the next color they're going to use, grabs a brush and, with a broad stroke, begins their next masterwork.

Such is the way of life at the Elaine De Kooning House. The late, great artist, known for her portraits of John F. Kennedy, Pele, Allen Ginsberg and many others, purchased the house in 1975 and added the stunning studio, with its huge windows and massive, open layout. De Kooning spent the last years of her life in the house before her death on February 1, 1989. After her death, the house went through several owners, including sculptor John

Chamberlain and painter Richmond Burton, before being purchased by Chris Byrne to be used as an artist residency.

Director of Programming Katherine McMahon has been with the Elaine De Kooning House since 2018. An artist herself, McMahon was immediately taken by the unique design of the house. "It's such a magical house," says McMahon. "You can feel there's a spirit to it. Coming from the hustle and bustle of New York City, it's a different kind of vibe. You hear acorns falling and think there's a ghost in the house or something! It's wonderful."

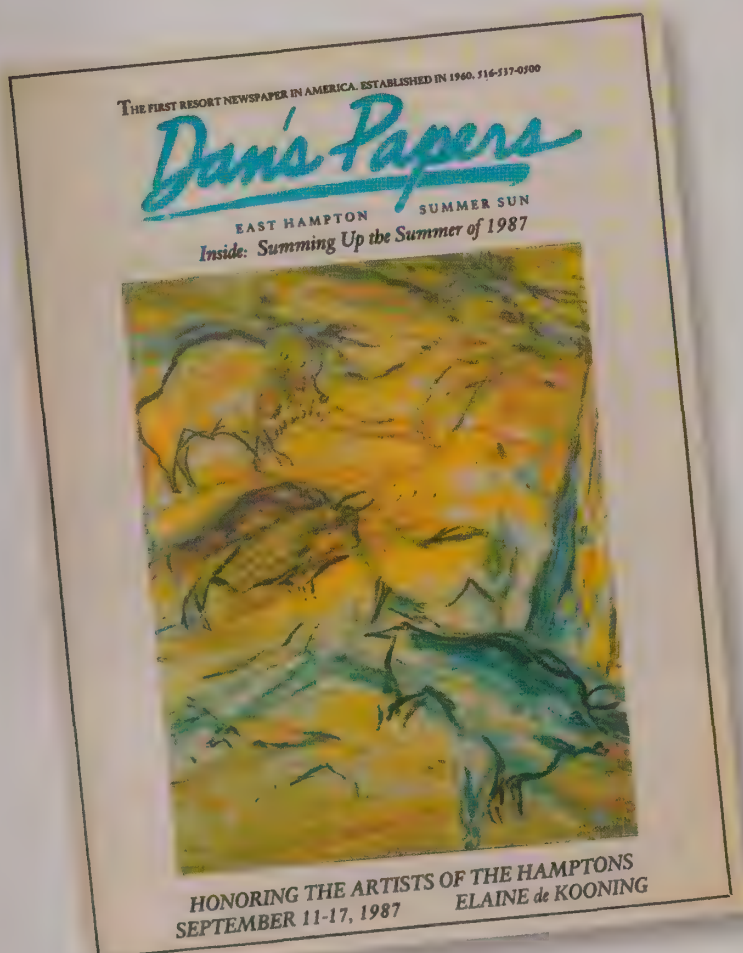
McMahon lives in the house full-time and

CONTINUED ON NEXT PAGE

THE ARTIST'S RESIDENCE



Top: Elaine De Kooning working on a portrait of nephew Christopher Luyckx; Bottom: The Elaine De Kooning house today



Elaine De Kooning provided the first-ever cover art for *Dan's Papers* in 1987. Read about this milestone at DansPapers.com.

facilitates artist residencies, and holds events (though recent times have put those on pause). To live in the house that De Kooning called home is a unique experience. “The house has a delicate balance,” she says. “It feels almost like a church, but also, lived in. It strikes a nice balance. I like the fact that it’s being used—that the studio is not going to waste.”

Some artists that have had residencies in the house include Eric Haze, who stayed longer than expected earlier in 2020 due to the lockdown, and currently Joe Bradley, who is preparing an exhibition that will be held in Zurich, Switzerland from the East Hampton studio. McMahon says of the program, “It’s a sort of informal vibe compared to other residency programs. It’s such a gift because I get to learn from these artists who get to learn, too. I’m grateful for the experience because I get to meet these wonderful artists. Every time, it’s a little bit different.”

While the house has been renovated and changed over the years, many elements of De Kooning’s original vision remain—and not just as artifacts, but as elements that are still used today. The wooden, paint-smattered kitchen table was used by De Kooning in the studio space. A ladder in the studio is still functioning. And art, of course, is everywhere, from original pieces by De Kooning herself to works left by past artists-in-residence.

McMahon recently visited the LTV studios in Wainscott to look at archival footage of De Kooning in the house, and was struck by something. “It feels very similar,” she observes. “The exact same spirit is still there. It’s just really kind of wild to see how well-preserved it is.”

De Kooning had happy times in the quiet isolation of Northwest Woods. For De Kooning, McMahon says, “it was this beautiful, peaceful oasis.” And as for today? “It feels like you’re in a different time. It’s a dreamy place to be.”

By Lee Meyer

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AT HOME WITH MICHAEL SNELL

Those who criticize millennials for a lack of ambition or work ethic might want to meet Michael Snell. The East Hamptonite, founder of The MJS Groupe, has spent twelve years in the luxury-marketing field. He is passionate about his work. "I think I work 22 out of the 24 hours of the day, continuing to keep all of my projects, clients and connections," he says.

Snell's extensive career in the luxury brand and consumer space started at Bloomingdale's Inc. corporate offices. He later went on to manage the

Customer Experience Program at Tesla Motors. There, he was promoted onto the marketing team, where he launched Model X, Model 3, Powerwall, Gigafactory and Solar Roof while overseeing the global visibility campaign structure as a direct report to Elon Musk on his management team. Following his time at Tesla he moved to BMW Group of North America to join the Rolls-Royce Motor Cars North America team.

Following his time as Marketing Manager for Rolls-Royce Motor Cars, Snell founded his company.



“
**AS AN INDIVIDUAL,
THE PAST FEW MONTHS
WERE QUITE REFLECTIVE.
HOME IS NOW A PLACE
OF WORK, RETREAT,
SANCTUARY...**

Tell us a little about your company.

The MJS Groupe was formed a little over three years ago, stemming from a personal need to invest a deeper creative stamp and the idea of redesigning the approach of traditional marketing and press principals in the luxury space. The idea was to harness the most out-of-the-box millennial minds that are driving the creative intuition and use that to drive our projects.

Being a millennial myself, I felt that it was important to create alongside a generation of my peers who are also able to interpret the global and economical clamant as it would relate to a client's visibility strategy. While MJS Groupe grew up alongside some of the largest firms in the business, I really wanted it to be fun, fresh and an exciting place to both work and also create!

Designing a full-service firm was no small feat. We work with inspired companies, global influencers, and power-brands specifically catering to high-net-worth and ultra-high-net-worth consumers to design all core strategic engagements to deliver results while seamlessly integrate bespoke, one-of-a-kind tailored experiences from concept strategy marketing, to branding, press integration, and platform design of every company within the portfolio. I wanted The MJS Groupe to truly foster the engagement of each designed campaign we create always driving back each valuable consumer action. We make sure that whether you're just starting out or you're evolving your brand, our goal is to help to curate every impression you make.

You recently received some prestigious awards.

We have recently been honored with two prestigious awards for our work over the last year. Both extremely important parts of the marketing and press worlds.

Announced as part of the early recipient winners for the 14th Annual Hermes Creative Awards presented by the Association CONTINUED ON PAGE 16

AT HOME WITH MICHAEL SNELL



of Marketing and Communication Professionals, The MJS Groupe received the top 'Platinum Award' achievement under the Public Relations, Communications & Strategic Programs category. This was for our work on a project titled "Honoring the Icon – Quincy Jones."

Additionally, for the same project, "Honoring the Icon – Quincy Jones." The Academy of Interactive and Visual Arts announced at the 26th Annual Communicator Awards.

Talk about your life on the East End:

In a word—relaxed. Going between both NYC and East Hampton and now, having spent time here since February, I'm not sure how everyone else can live. The same amount of work can be achieved, with the same amount of people and time—I think it truly took everyone reevaluating their daily priorities how they would rather spend their time. And mine is out here where I can live and work with the beach air in my face and still be in the vicinity to world class shopping and Michelin-star dining. What's better than that?

How would you describe your home's style?

Nothing but neutrals and clean vibes—tones of sands and beiges, with endless amounts of books, adornments to each tabletop and little curiosities found from travels or those collected on impulse.

You'll definitely find a large amount of automotive paraphernalia throughout—that might even be an understatement. You won't have to look hard to see a grill from a classic Rolls-Royce or see the crystal statuettes from historical competitions—like the 1942 Concorso d'Eleganza at Villa d'Este.

Admittedly, I enjoy iconic designer pieces, which you'll too find matched with curated and unique pieces of art throughout. The home is just an extension of one's ability of expression, never limited to just fashion I've always felt that you can also live in any style that you sport.

How has the meaning of "home" changed for you, following the COVID-19 quarantine? Have the past few months changed your perspective?

As an individual, the past few months for me were quite reflective. I have always been an extremely self-sufficient individual, and most who know me have always said that if anyone could survive a quarantine it would have been Michael! While the meaning of home for most have us would have normally referred to our place of family, comfort and rest, now for me it's also a place of work, retreat, sanctuary, family and definitely has now adapted into more of my hub of everything. I'm an extremely flexible person, great with change—so again, for me, this was easy. For those who need consistency and cannot find the ability to make a regimented work-from-home routine for themselves work, I can't imagine the torture!

What are a few of your favorite places to visit on the East End?

My favorite beach is Georgica Beach, as its usually less crowded and offers the most exquisite sunsets, however Main beach is a close second—only after 6 p.m.—as that is when I can bring my two nieces, who happen to be yellow labs, with me for a good run through the sand and surf.

You will most likely catch me at Lulu's in Sag Harbor, Harbor Bistro or Dopo la Spiaggia. But if I'm craving seafood, I'll be hidden at Duryea's or taking-out Bostwick's. It's no secret that I spend more time in a day dreaming about dinner and snacks then I do anything else, and most friends would agree, especially Kyle and team at Grindstone Doughnuts.

Shopping...well, I'm pretty selective and for me its great because there is a sprinkling of each of my favorites like the larger Loro Pianas and Brunello Cucinellis down to the boutique brands in each town. One of the most exciting things I've seen to come about is that more and more pop-ups have taken over and keep our area interesting and changing. An investment in this area is crucial from a business, marketing and tourism perspective. 🍷

By Jessica Mackin-Cipro

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MASTER CRAFTSMAN



MASTER CRAFTSMAN DOUG RUSSELL
FOUNDER AND OWNER, LIGHTING WORKSHOP



DOUG RUSSELL

COURTESY DOUG RUSSELL/LIGHTING WORKSHOP

Light is fundamental in how you perceive materials in space and the shape, the mass, the volumes... sometimes when you don't get the lighting right, the client can't even describe what's wrong! That's where we come in.

Here's a little thought experiment. Think about the last time you were at a restaurant for a lovely dinner. Now think about the ambience. Was the lighting harsh? Was it beating down on you? Maybe it was really hot. But, what if the last time you were at a restaurant, the lighting was really soft and lovely and non-intrusive? Would you even notice?

North Sea resident Doug Russell, founder and owner of the Brooklyn-based Lighting Workshop, thought about that over 15 years ago before his company was formed. Russell, who originally worked for a large lighting company designing fixtures, was drawn to the idea of lighting not as a product, but as an element of the space. "I found that I was way more interested in what those things did in a space than the things themselves," says Russell. "I saw these other lighting designers using these lighting fixtures to really create these layer-rich compositions of light and space. I found that so much more powerful than looking at something as an object of decor—a chandelier, a sconce. What they did with it to transform a space and I started thinking about how you go into a restaurant that's really well-lighted and don't think about, but when it's bad you are aware of it."

Russell then got his graduate degree in architectural lighting design. "We are collaborators of architects, interior designers, end-users," says Russell. Architectural lighting designers work to make sure the light complements the space and enhances it. "Light is fundamental in how you perceive materials in space and the shape, the mass, the volumes... Sometimes when you don't get the lighting right, the client can't even describe what's wrong, there's just something missing in that built-in environment," explains Russell.

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COMPLETED PROJECTS FROM THE LIGHTING WORKSHOP

That's where Lighting Workshop comes in. "There's a discovery phase with every project, which is a lot of fact-finding," he says. "What are the tasks that are going to be performed there? What are the materials? Are there textures that are going to be rendered? And then you create a narrative. You create a story of light in space. Do you want it to move people in a certain direction? You go through that, then try to establish goals with the client."

Lighting Workshop has 19 designers on staff, from a variety of backgrounds including architectural lighting design, interior design and the theater. "We try to use that diverse experience to bring different qualities of life to different kinds of spaces," says Russell. "We have a big portfolio of creative workspaces and creative firms. Those spaces are not designed to function like law firms. The people there would be way more comfortable working in a Starbucks than they would a traditional office. So we try to take things we've learned through hospitality design and weave that into the workplace. Now people are working at home, so it's about creating spaces where people can work well. We spend a lot of time during the day concepting, a lot of meetings and then a lot of time on job sites during construction, focusing light, setting up dimming systems and making sure the end result is what we were hoping for and designing to. It probably doesn't look a lot different than what interior designers or architects do. Our services really parallel their services. We are really working as a second set of eyes for them."

The group has also worked on a variety of Hamptons homes, and one theme persisted in each project. "In each one of the Hamptons homes we've done, you have interior spaces that flow into exterior spaces," explains Russell. "And one of the lighting themes we've brought to those projects is using lighting to extend rooms out onto the property. You're sitting in your glassed-in TV room, but there's a deck and the pool and layers of things outside. As you start to layer lighting from the inside out, that becomes the room. Those exterior functions become a part of that experience rather than 'I'm inside and I'm outside.'" Russell also notes that people out here "have more appreciation for more integrated AV and lighting controls. Having a robust lighting control system adds so much more utility to your lighting. Instead of it being this static thing you can create different scenes that reflect time of day or mood or function."

For his own home, Russell is working on enhancing the beautiful land around his property. "I'm crawling up into trees, installing lights and I'm playing with different effects and practicing different compositions on my own property," he says. "I have a nice, wooded acre around here with a lot of different kinds of vegetation, so it's been a lot of fun." Russell notes that he sees a lot of up-lighting with trees, which doesn't look natural. "That's not the way light exists in the real world. Mixing in mood lighting high up trees, seeing some light dappling through trees, not just doing a lot of one thing."

So as you look at the lighting in your own space, be it home or work, think about what works and what doesn't and how it makes you feel. That is what Russell and Lighting Workshop strive to do. "Lighting adds so much value, even emotionally, to a space." 

—Lee Meyer



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HEDGES INDEX

BEHIND THE

MAJOR NUMBER 9

Now well into September, summer 2020 is officially behind us, and what a summer it was. In this ninth month of the year, one's mind may begin to wonder about the significance of the number nine. The highest of all single digits, nine is unique in that the digits of any number that's been multiplied by nine will always add up to nine, no matter how large (e.g. $123 \times 9 = 1,107$ and $1 + 1 + 0 + 7 = 9$). Nine is associated with the Major Arcana Tarot card known as the wisdom-seeking Hermit, a character many of us were able to relate to this summer. Now, we venture out into the world in search of the number nine across the Hamptons and North Fork.

East Hampton Town beaches in Montauk **9**

New York State parks on the East End **9**

Estimated population of East Marion **954**

Estimated percentage of Tuckahoe residents under 5 years old **9.7%**

Percentage of Water Mill and Montauk residents who worked from home in 2018 **9% (each)**

Percentage of Southold Town households with a computer in 2018 **90.1%** (highest on the East End)

Estimated number of households in East Hampton Town **9,006**

Total area of Springs and Mattituck **9.2 square miles** (each)

Median household income of East Hampton Village residents **\$90,750**

Listing price of a three-bedroom ranch house in a private Southampton community in 1978 **\$90,000**

Year that The Old House, a national historic landmark, was built in Cutchogue **1649**

Year that pirate Captain William Kidd buried a portion of his treasure on Gardiners Island **1699**

Year that Billy Joel released the song "The Downeaster Alexa,"
about a fisherman's journey through Montauk Sound **1990**

Year that Montauk-set movie Paper Man was released **2009**

Year that Napeague restaurant The Lobster Roll AKA LUNCH made its last of many appearances
on Showtime series The Affair **2019**



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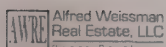
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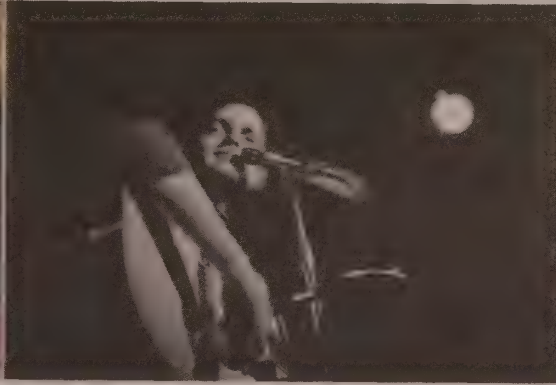
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HamptonsFilm Unveils HIFF Drive-Ins & Virtual Screenings



MOVIE STILL FROM "THE FATHER," "HARRY CHAPIN: WHEN IN DOUBT, DO SOMETHING" AND "STRAY"

The much-anticipated annual Hamptons International Film Festival is set to return for its 28th edition from October 8–14 in an exciting new format. HamptonsFilm recently unveiled their first wave of films to be screened via drive-ins and virtual screenings, and the selected films are more relevant than ever.

"Our lineup this year was curated, as it always is, from a combination of the thousands of blindly submitted films that we spent six months evaluating, combined with industry and local outreach from the programming team," HamptonsFilm Artistic Director David Nugent explains. "This year, unlike others, we had to do the latter within the overall flux the industry and world has been in, and without being able to attend major film festivals such as SXSW, Tribeca, Cannes, Toronto, etc. The first group of announced films represents much of what we see as our strength—new independent films from around the world that our audiences are among the first in the world to see, as well as timely films grappling with social justice and local issues, and films that we hope awards voters will consider when the season wraps up."

The festival opens with the world premiere of Glenn Kaino and Afshin Shahidi's *With Drawn Arms*, which follows the legacy of track and field athlete Tommie Smith's Black Power salute atop the podium at the 1968 Summer Olympics. The film features interviews with various subjects including soccer gold medalist and activist Megan Rapinoe, the late U.S. Representative John Lewis, and actor Jesse Williams, who also serves as an executive producer along with musician John Legend.

"We are particularly proud to be opening this year's 28th edition with a film that explores a seminal moment from the civil rights movement that continues to resonate with today's climate of conflict and change in *With Drawn Arms*," Nugent says. HamptonsFilm will present the documentary with the Film of Conflict & Resolution Award, which they award to a film that deals with complex societal issues in creative ways, and also with a \$5,000 cash prize from the Brizzolara Family Foundation.

Another film slated to make its world premiere is Rick Korn's *Harry Chapin: When in Doubt, Do Something*, which will screen in the Views from Long Island section of the festival. The documentary illuminates award-winning local songwriter Harry Chapin, known for classics including "Cats in the Cradle" and "Taxi," and celebrates the legacy of the artist and activist who tirelessly dedicated himself to others.

Florian Zeller's *The Father* will screen in the Spotlight Section. The film follows a father and daughter's relationship in the face of his ailing memory and stars Academy Award winners Sir Anthony Hopkins and Olivia Colman.

Two films making their East Coast premieres are Edson Oda's *Nine Days*, a gripping tale of a man living in a metaphysical realm who is tasked with

choosing one worthy soul to be born, and Elizabeth Lo's documentary *Stray*, shot through the eyes of three stray dogs wandering the streets of Istanbul whose gaze acts as a window into the overlooked corners of society.

"While this year's festival may look different, we look forward to supporting filmmakers by following our mission to showcase new voices and the best of cinema from around the world, plus we are delighted to continue giving over \$28,000 in cash awards, as well as another \$130,000 in goods and services to our competition winners," says HamptonsFilm Executive Director Anne Chaisson. "Now more than ever, audiences need a place to escape, whether through a virtual or a drive-in screening, and can immerse themselves in entertaining, gripping and enlightening movies this fall."

Read more about the announced 2020 Hamptons International Film Festival lineup below.

With Drawn Arms

While the national anthem played during the 1968 Olympics, gold medal-winning champion Tommie Smith proudly raised his fist in the air; this act of silent protest has become one of the most recognizable images in the history of sports. Almost fifty years later, Smith has partnered with artist Glenn Kaino to help explore and expand his legacy. In the process, the duo travel around the country, meeting with key figures who were inspired by Smith's sacrifice and working on new art projects designed to connect Smith's intention to a new generation. Directed by Glenn Kaino and Afshin Shahidi, the untold story of his sacrifice becomes a cautionary tale of how we must work together to keep each other's stories alive and a reminder of how much, but also how little, has changed for athletes who are using their voices to make a difference.

Harry Chapin: When in Doubt, Do Something

Harry Chapin, the award-winning songwriter behind beloved hits such as "Cats in the Cradle" and "Taxi," defined his life through his storytelling and his humanitarian work. In this deeply moving portrait, documentarian Rick Korn chronicles the Long Island icon's extraordinary journey—from his rise to fame to his tragic, untimely death. Through intimate archival footage and interviews with his famous friends and fans—including Billy Joel, Pete Seeger, Pat Benatar, Bruce Springsteen and many more—the film celebrates the legacy of an artist and activist who tirelessly dedicated himself to others, and offers an

inspiring call to follow in his footsteps.

The Father

Roguish, feisty and staunchly in denial about his ailing memory, 80-year-old Anthony (Anthony Hopkins) defiantly lives alone in his London flat and rejects each and every caretaker his dutiful daughter, Anne (Olivia Colman) attempts to hire. But she cannot continue to care for him alone, and Anthony's grasp on reality and his sense of self soon begin to unravel, casting him as the unreliable narrator of his own story. Seamlessly adapted from his award-winning play of the same name and anchored by two spectacular performances, Florian Zeller's astonishing directorial debut is a deeply moving, uncompromisingly empathetic contemplation of how illness can strip away everything from those afflicted and those who are closest to them.

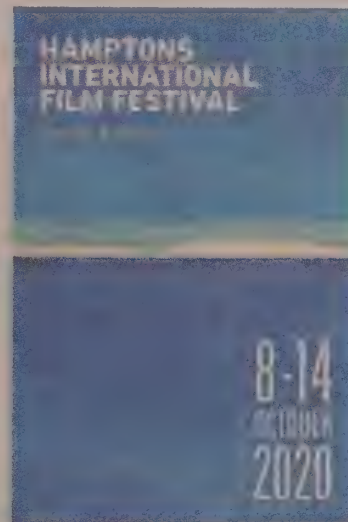
Nine Days

Living in a lonely outpost in an unknown, metaphysical realm, Will (Winston Duke) is tasked with observing those going about their days on Earth. When an unexpected tragic event leaves a vacancy for a new life, Will must carefully whittle five prospective candidates down to one worthy soul—the winner has the opportunity to be born, while the others lose that chance forevermore. But Will soon faces his own existential challenge in the form of Emma (Zazie Beetz), a free-spirited candidate unlike the others, and he is forced to reckon with his own tumultuous past. An extraordinary feature debut, Edson Oda's haunting piece grapples with the enormous complexity of the human condition.

Stray

Through the eyes of three stray dogs—Zeytin, Nazar and Kartal—wandering the streets of Istanbul, Elizabeth Lo's film explores what it means to live as a being without status or security. As they search for food and shelter, the dogs embark on inconspicuous journeys through Turkish society that allow viewers an unvarnished portrait of human life. Disparate lives intersect when they each form intimate bonds with a group of young Syrians who share the streets with them. Whether they lead the audience into bustling streets or decrepit ruins, the gaze of these strays act as windows into the overlooked corners of society—women in loveless marriages, protesters without arms, refugees without sanctuary. The film is a critical observation of human civilization through the unfamiliar gaze of dogs and a sensory voyage into new ways of seeing. 🐕

For more information, visit hamptonsfilmfest.org.



Arts & Entertainment

HONORING *the* ARTIST

This Week's Cover Artist: Patricia Feiler



Patricia Feiler is a longtime contributor to *Dan's Papers*. Feiler talks about her latest work to grace the cover, how her work has evolved during the pandemic and more.

What was the inspiration for this painting?

I created "A Toast to the Winner" to reflect the unique essence of the East End. I envisioned my favorite vintage SS boats sailing on Moriches Bay, seen through a simple glass of our one of our delicious local wines.

I was fortunate to have grown up here. I've always known the creeks, bays and ocean beaches. There was a family farm stand across the street from my grandmother's house and a sweet old cow that roamed the field. Those images are part of me as an artist. After winter travels to the desert, swamplands and mountains, I always return with an even greater appreciation of where we live. That's my toast to the winner, the East End.

Talk about your artistic process and if there is an element in your art that you enjoy working with the most.

I enjoy painting outdoors and the immediate connection with nature. I don't think I could create something without having experienced it. My favorite element is that of surprise. I will sometimes use a completely unexpected color or include a subtle secondary subject that involves the viewer as a participant.

How important are titles to your paintings?

The titles of my paintings can help the viewer understand the painting and me as an artist. I have actually used titles to inspire me before I even start the painting. The clarity of my vision and the title come together at different stages during the creative process.

What is your most important artist tool?

The many types of brushes I use are a key part of my technique. I have hundreds of brushes of every kind. During the course of a two-three hour painting session, I might use 20 or more brushes, some only for a few strokes, then I'm reaching for another size or shape.

How have the pandemic and social distancing changed your art creation process?

Since the beginning of the pandemic, I have felt an urgency to create even more art. The creative process has always been meditative for me. I become completely immersed and literally unaware of my surroundings. If I'm not painting, I'm thinking about it. It's an escape from the overwhelming amount of information and emotional upheaval the pandemic has brought into our lives.

What does your artwork aim to say?

I hope that my paintings are an invitation for the viewer to take a closer look and to want to see beyond the edges and corners: to be an active part of the artistic process. 🍷



See more of Patricia Feiler's art at patriciafeiler.artspan.com.

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A Perfect 10 with Executive Chef Scott Kampf



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There's only one way to celebrate a decade of culinary excellence in the Hamptons. Well, let's make that 10 ways. That's how Scott Kampf, Executive Chef at Southampton Social Club, Union Burger Bar and Union Sushi & Steak, feels about it, and who are we to disagree?

With both Southampton Social Club and Dan's Taste of Two Forks celebrating 10 year milestones here in 2020, Chef Kampf decided to create a one-night-only menu that he will be serving up on Thursday, September 17, to those lucky enough to make a reservation before all the tables are gone. A Perfect 10: The Dinner is a tasting menu of 10 dishes for which Kampf is already famous, along with a few new twists, served at socially distanced outdoor tables under the stars. As you get ready for this quintessentially Hamptons night out, take a little time to savor 10 fun facts about the chef behind what will be the year's most unforgettable meal.

HE'S GONE 10 FOR 10

Chef Kampf has served up sushi, tacos, burgers and more at all Dan's Taste of Summer events since the first Taste of Two Forks in 2011. No chef has dished out more deliciousness with Dan's!

YES, THAT WAS HIM YOU SAW ON TV

Knives blazing, he was featured in the heated competition of *Iron Chef America*, and Chef Gordon Ramsay invited him to be a rescue chef on *Kitchen Nightmares*.

SIMPLY THE BEST

Every one of Chef Kampf's kitchens has turned out fare so fabulous, they have all garnered awards from discriminating diners in the annual Dan's Best of the Best. Union Sushi & Steak opened this summer, so he's looking to add to that trophy case.

HE'S ON A ROLL

The most talked-about new culinary offering in the Hamptons this summer has been the Union Roll, the

ultimate reinvention of the surf-and-turf concept that is served only at Union Sushi & Steak...and The Perfect 10 Dinner!

JUST DESSERTS...OR IS THAT DESERT?

If he was stuck on a desert island, this chef's survival pack would be "Honey Smacks, milk, Coca-Cola, avocado and turkey—in that order."

PRAISE FOR THE BRAISE

His braised short ribs have been selected as a starring dish of former T-Mobile CEO John Legere's Facebook Live show, *Slow Cooker Sunday*.

IF HE WERE MAKING A DISH FOR ANOTHER CHEF, HE WOULD SERVE...

"Striped Bass Provençal over black forbidden rice and roasted asparagus." *Spoiler Alert 2: You don't need to be a chef to taste Chef Kampf's brilliant striped bass—you just need to be quick and check out the menu below, and then book your table!*

CHEF LOVES LOCAL

When he's packing for an East End picnic, his basket will include, "our local fresh tomatoes, a summer corn salad from our corn and a nice piece of cheese from Mecox Dairy."

HIS DREAM DINNER GUESTS WOULD BE...

Anthony Bourdain, Julia Child and his wife, Darra. "Anthony Anthony Bourdain because of his vast life, the vast traveling, the endless knowledge. My wife, of course, because I love her. Every day of my life with her is always good. Julia Child was a big influence on me learning how to cook. I couldn't afford to take people out to dinner, so I felt being a Renaissance man and learning how to cook was the way to go. And she was on TV at that time in my life, and I learned five solid dishes, and that's where it started. The meal would be a simple grilled vegetables, Great steaks and chicken. It wouldn't be all about the meal, it

would be about the people and conversations."

HE HAS A MENU JUST FOR YOU AND HERE IS THE SNEAK PEEK

You can be among the very few to enjoy Chef Kampf's one-night-only 10 Course Tasting Menu when you book your table for The Perfect 10 dinner at Southampton Social Club!

A PERFECT 10 TASTING MENU

Sushi—Union Roll Lobster and avocado topped with marinated skirt steak, eel sauce and yuzu mayo

Tuna Tower Avocado, spicy mayo, ponzu sauce

Fresh Burrata with Heirloom Tomato, basil oil and balsamic

Lamb Lollipop over a shiitake mushroom, edamame & roasted corn succotash

Striped Bass Provençal with charred farro

Lobster Ravioli with tomato seawater broth

Cold Poached Shrimp Gazpacho Shooter

Bao Bun Hoisin barbecue cut pork loin, crispy onions

Duck Egg Roll Duck confit, broccoli slaw, hoisin, peanut and sweet Thai chili sauces

Classic Creme Brûlée 🍰

**Items will not be served in this order and are subject to change.*

Hurry and reserve your table now for A Perfect 10: The Dinner at Southampton Social Club on Thursday, September 17. One seating only at 6 p.m. Visit SocialClub10.com for reservations and more info.



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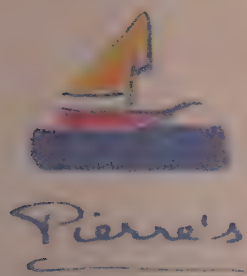


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Moby's Is Back on Pantigo Road in East Hampton

Moby's returned home for its eighth season on the East End to its original location on Pantigo Road in East Hampton, after a few summers spent at East Hampton Point. The popular eatery, created by partners Nick Hatsaturis and Lincoln Pilcher, opened its doors with a new culinary director, a market and outdoor seating. It's not too late to check it out.

Located in a charming and restored farmhouse from the 1880s, Moby's coastal Italian menu is now being executed by its new, James Beard Award-winning chef Mark Ladner, who serves as culinary director.

Adapting to COVID times, the restaurant is now including extensive to-go offerings and utilizing its outdoor space. The menu includes favorites like wood-fired pizza, pasta, local seafood and seasonal vegetable dishes, along with bottled cocktails and wine, all offered for pickup. Outdoor seating is available on Moby's expansive lawn, by reservation. The outdoor garden, located on almost four acres of land, includes ample picnic table seating. You'll also find a fire pit, bocce court and lawn games.

Moby's Market is making use of the restaurant's interior as a lifestyle shop featuring an array of goods. The market offers pantry items like pastas



MOBY'S IN EAST HAMPTON



ERICA GANNETT

and sauces, spreads and dips, house-infused olive oil, along with entertaining essentials and self-care items. Products include swimwear, accessories, skin and body care, linens and aprons, ceramics and more.

This year's dining menu offers bright vegetable antipasti, fresh pasta made in-house daily, pizzas from the wood-burning oven, local seafood and housemade ice cream. Ladner has previously helmed the kitchens at Manhattan's Lupa, Otto and Del Posto.

With over 20 years of pasta-making experience, his expertise is showcased in classic dishes like the cacio e pepe and the spaghetti alle vongole. He also adds his own unique spin with a lighter take on an eggplant lasagna.

Complementing the Italian fare, a selection of bottled cocktails are available for pickup including a Spicy Margarita, Rum Punch, Negroni and 'Gansett Sunset made with fresh watermelon, Aperol, gin and lemon juice. Also offered is a housemade Limoncello and a take-home Tequila or Mezcal service. Bottles and cases of wine can also be added to takeout orders.

For guests dining at the restaurant, signature cocktails are available both individually and by the liter. 🍷

BY JESSICA MACKIN-CIPRO

Online orders can be placed at mobysny.com and reservations for outdoor dining can be made using Resy.

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An Outsider's View Showcases Historical Southampton Gardens

"An Insider's View," an interior tour of architecturally and historically significant homes hosted by Southampton History Museum, has taken place for the past 10 years. This year, the museum will carry on the beloved tradition, while shifting with COVID times.

"An Outsider's View," a tour of some of Southampton's most beautiful gardens and landscapes, will be held in its place on Saturday, September 12, from 1-4 p.m., followed by a champagne reception from 4:30-6 p.m.

"With designs ranging from a structured formal garden of clipped hedges and detailed gates to a whimsical waterfront cottage garden bursting with flowers and native flora, each setting will provide an interesting study of the interplay between the landscape and the home's architecture and history," says the history museum.

Homes along the tour will include the storied gardens of the Taft Compound, Captain Daniel Halsey House, The Orchard, Camp at Cedar Crest and the Chapel at Port of Missing Men. These gardens, many which boast water views, are located throughout Southampton Village and North Sea.

At the Taft Compound, which dates back to the late 1800s, guests will find a historic property that has been preserved and enhanced, surrounding a Queen Anne style home. Visitors will observe "a property that consists of three separate residences that all share a common lawn and hedge, which further accentuates the grand scale of the space and its long vistas," says the museum.

Captain Daniel Halsey House, built in 1742, was home to the first retail nursery and garden design store on the South Fork. The house is currently framed by



CHAPEL AT PORT OF MISSING MEN

two copper beeches from its nursery days. In the front yard, guests will find a 100-year old weeping hemlock and a southern magnolia planted as a six-foot living memorial days after 9/11.

At The Orchard, guests will discover the astonishing beauty of the property, behind its elegant gates and beyond its hedgerow. The classic shingle-style home looks out on lush lawns filled with hydrangeas,

hornbeams and crepe myrtles, as well as the 32 apple trees on the property that the estate is named after.

Camp at Cedar Crest, a place known for "fishing, clamming, picnicking and doing nothing at all," was originally a kit house, according to the museum. It was displayed in the 1939 World's Fair in New York City before being moved to its current location. The waterfront property also offers a breathtaking view at sunset. From a small bridge that leads to the beach, guests will look out onto New Suffolk and Robbins Island.

Port of Missing Men in the Cow Neck section of North Sea overlooks Scallop Pond. "It was once the vacation retreat of Standard Oil heir Colonel Henry Huddleston Rogers Jr., who had architect John Russell Pope create the Colonial Revival house, taking his inspiration from the cottage built on the spot in 1661 for Captain Jackomiah Scott," according to the museum.

Guests will walk through the entry court to the back terrace. Be sure to look for the "1661" above the door of the original Scott home. The property includes a number of structures, including a chapel. Each of the structures sits on a landscape of open fields along with native beech, locust and cherry trees.

The champagne reception takes place at the Port of Missing Men and is hosted by Sant Ambroeus Restaurant. Proceeds benefit the Southampton History Museum's education programs.

Tickets are \$150 in advance and \$175 the day of event. Call 631-283-2494 or visit southamptonhistory.org. Tickets may be purchased at The Thomas Halsey Homestead at 249 South Main Street in Southampton.

BY JESSICA MACKIN-CIPRO

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Most people are bitten by ticks picked up in *their own yard*. Ticks can spread serious diseases to people and pets. A *single* tick bite could put you at risk for six different diseases such as Lyme Disease, Babesiosis and Ehrlichiosis, among others. Warm winters have led to an explosion in ticks which are now a year-round threat. According to scientists at Stony Brook University, "Tick-borne infections have reached epidemic proportions on LI." You can prevent illness by checking your body carefully, promptly removing any ticks found and showering soon after spending time outdoors. Ticks cannot fly or jump. They must make direct contact with a host (that's you) and feed slowly until engorged with blood.

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East End Living

Kieran McKenna Salon Launches Hamptons House Calls

Despite the fact that New York hair salons were allowed to reopen in July, some people are still unable to return to normal. Whether you're nervous about venturing out into the world right now or you just prefer the maximum level of convenience, there's a new service on the East End that's bringing the pampering to you.

Upon learning that some of his regular clients are immunocompromised and understandably apprehensive about scheduling a hair appointment right now, Kieran McKenna, owner of Kieran McKenna Salon, launched the Salon2Go house call program.

"These are our clients, and we need to take care of them, especially with everything that's been going on right now. If they can't come to us, we should go to them," McKenna says. "We are a creative industry, first and foremost, but we're also the service industry. And if this is a service that our clients require, then it's a service we need to provide, otherwise we're not doing our job." With this in mind, he first offered Salon2Go only to current clients, and the feedback was so positive that it encouraged him to widen the net to cover most of the Tri-State area, including the East End.

While some hair stylists have been known to do at-home appointments during the pandemic, McKenna believes that he is the first to bring the entire salon experience to the client, including a stylist, colorist, keratin expert, portable shampoo basin and chair, hair dyes, sanitized robes and towels, depending on what his team and the client decide is needed to achieve the desired look. "It's a luxury being able to have all the amenities they've come to expect from us at the salon, but literally in their garden or on their patio,"

McKenna says. "If you're a brick and mortar business, such as we are, you have to be creative, you have to be flexible. As a salon, we're a small business, so we can be more nimble. We can change direction quickly depending on the demand from clients." He is quick to note that the team also packs an abundance of PPE such as masks, visors and gowns to match the client's comfort level.

To best accommodate clients and to avoid driving from New Jersey to the Hamptons to Connecticut in a single day, the team coordinates dates that work with clients and lines up appointments in a semi-linear path within a given region—starting, for example, with a morning appointment in East Hampton, then one in Bridgehampton, then Sag Harbor, then Shelter Island. The team can even drop off a colorist or a stylist along the way for less-involved appointments then pick them up after both groups have left their clients looking fabulous. "It's a lot of time looking at maps, seeing where people live and working out the most efficient route to take to accommodate as many clients as we can," McKenna explains. Those looking to color their hair also receive a virtual color consultation where the colorist and client can discuss what dyes to bring over video chat.

Currently, Salon2Go is offered to individuals and



KIERAN MCKENNA SALON'S SALON2GO IN ACTION

groups of up to 15 people on Sundays and Monday, but McKenna is considering adding Tuesdays to the schedule very soon. "It makes sense for us, as a salon, to be in line with what our clients are doing, so that means some days in the salon, some days going to people's homes," he says. "I think as more and more people are working from home and spending more time out East, it makes sense for us to be more available to accommodate our clients."

For McKenna, the goal of Salon2Go is to provide a much-needed hair service, yes, but also

to help improve people's wellbeing through social interaction and confidence boosting. "When you look better, you feel better. How you look is hard-wired to your self-esteem, so it's not just about making people look good, it's also about making people feel good," he says. "For some of our clients, we're the first people outside of their immediate family that they're inviting into their homes, because they've been quarantining and social distancing. That's a big privilege for us—that people trust us enough to allow us into their homes." 🧢

BY DAVID TAYLOR

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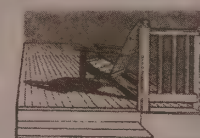
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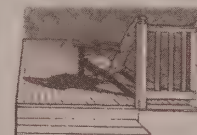
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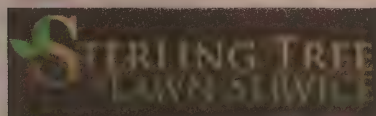
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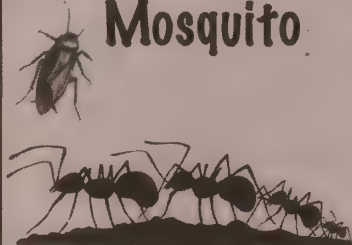
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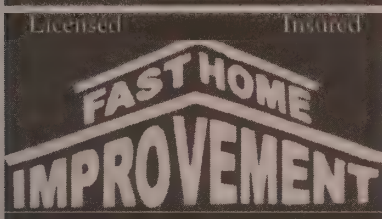
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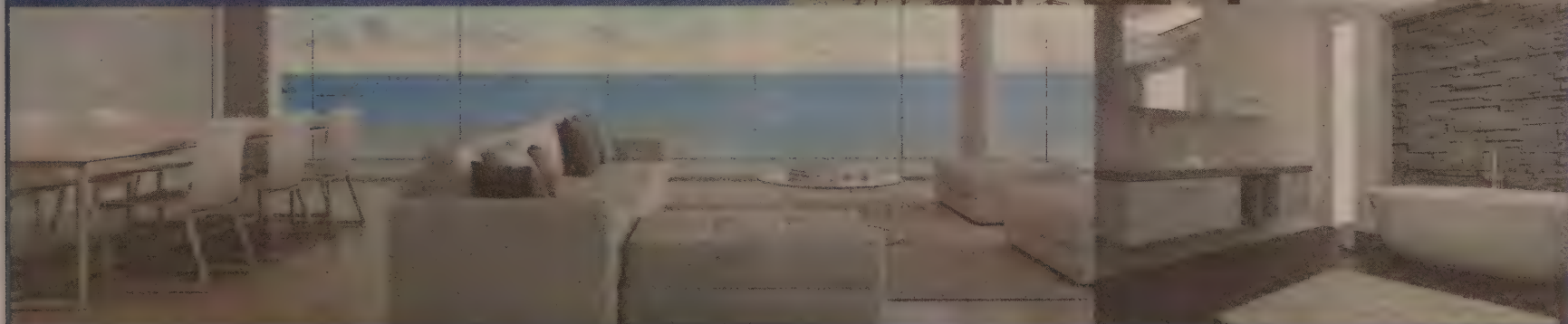
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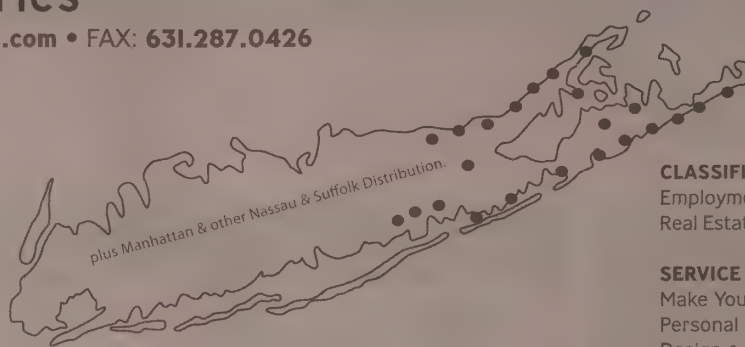
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Featured For Sale

183 Shore Road
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\$895,000
Web ID: H353558



Maryanne Horwath
Lic. Assoc. R.E. Broker
O: 631.204.2720
M: 516.617.8938
maryanne.horwath@elliman.com



Area	Buy	Sell	Price	Location
AMAGANSETT	Chatterjee, N Trust	Graboski, S	950,000	40 Bay View Ave
AQUEBOGUE	Briggs, C & B GomezCatalanUmanzor&	Lotito, M & K Froeschl, S & L	589,000 375,000	119 Southfields Rd 125 Trout Brook Ln
BRIDGEHAMPTON	Retained Realty Inc High Terrace LLC	Bontempo, A by Ref Highterr LLC	1,926,415 17,725,000	411 Elliston Way& 039.004 86 Highland Terrace
CALVERTON	Herron, K & J	Trager, R Trust	529,000	6 Purple Beech St
CUTCHOGUE	Pavone, D & M Blonde, J & R	Pfaff, J & D Henchy, D & A	665,000 1,155,000	2290 Harbor Ln 1200 Praity Ln
EASTPORT	Rocksold Group of NY	BJCInvestments&K2Dan	850,000	57 South Bay Ave
EAST HAMPTON	45 Fenmarsh LLC Krahe Properties LLC Tuckaway Homes LLC 8 Old House LaneAcquis 10 Old House LaneLLC Gandolfo,C &Magari,E Esposito, J Chung, P & A 18 2nd Ave LLC 179 Montauk NY LLC	Tumilowicz, S by Exr Intravia, L Trust Grille, R by Exr 8 Old Lane LLC E.B.B. LLC Moliski, K & M County of Suffolk Glen Valley atSecond Rodgers, M & J AHR 179 LLC	1,062,500 740,000 495,000 2,850,000 600,000* 745,000 1,400* 2,350,000 1,260,000 700,000*	45 Fenmarsh Rd 142 Tyrone Dr 5 Sycamore Dr 8 Old School Hous Ln 10 Old School House Ln 59 Settlers Landing Ln 10 Fairmont Ave 11 Second Ave 18 Second Ave 179 Montauk Hwy
EAST QUOGUE	Woodburn, M Witkowski, W & C 16 West End Ave LLC	Muchembled,R&Fulcher Mach, R Davin Jr, R & D	590,000 550,000 655,000	12 Squires Ave 32 Bay Ave, Unit 17 16 West End Ave
FISHERS ISLAND	WS2 Investments LLC WS2 Investments LLC Finan, J & L	Bishop, T Bishop, T HochFamilyPartnershp	950,000 450,000* 1,100,000	18867 East Main Rd East Main Rd 641 Hedge St
GREENPORT	Miller, C	Elkin, E & B	895,000	912 Main St
HAMPTON BAYS	DiFiore, G & A Janice Lane Corp Kiernan, J & J VelecelaVillaGuichay	Munro, D Mastronardi, G & S Casale, L Gallant, L	825,000 240,000* 505,000 445,000	16 Bellows Terrace Rd 3 Janice Ln 24 Lovell Rd 8 Norbury Rd
JAMESPORT	Verderber, J	Deutsche Bank Nat Tr	442,500	48 Melissa Ln
LAUREL	Leto, T Hardy, R & M	Dubinsky, N Hagerman, E	699,000 1,075,000	1500 Aldrich Ln 450 Laurel Way
MONTAUK	Wells, S Levai, M	Tyler, C Drexler FamilyTrusts	650,000 8,200,000	29 Fairway Pl, #24 8 OldMontaukHwy&2.06&3.06

Deeds



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Area	Buy	Sell	Price	Location
ORIENT	Meekins, M Holzapfel, J & J	Tuthill, W by Admr Tupper, C Trust	512,770 785,000	34625 Old Main Rd 1490 Village Ln
PECONIC	McKenna, D & K	LaFerrara,ASM&Caruso	789,000	26 Wintergreen Way
RIVERHEAD	Kris, A & Burkett, S Gonzalez, J Saldana,Brito&Saldana Wetzel, A	CJC Home Builders Co Occhipinti,A&C Trust JJJ East End LLC Sund, L	557,220 310,000 395,000 580,000	70 Tyler Dr 11 Sylvan Ave 59 Topping Dr 496 Pleasure Dr
SAG HARBOR	Vance, D 42 Clearview LLC Waheed,U & Alavi,A Lu, J & Zheng, C TLE Sag Harbor LLC	Crooks, J & C Perri, C by Heir Yosowitz, M & N 1190Sagg LLC SagDevelopmentPrtnrs	1,350,000 750,000 1,375,000 3,263,000 3,815,200	4 Harding Terr 42 Clearview Dr 1105 Millstone Rd 1190 Sagg Rd 15 Church St, PH-406
SAGAPONACK	Glosserman, M & M	Chandler Hedges LLC	12,000,000	68 Hedges Ln
SHELTER ISLAND	Schaf, J & L	Amico,T & Brennan, M	1,900,000	54 Westmoreland Dr
SOUTHAMPTON	Ants Marching LLC 357 Edge ofWoodsRlty Blieden, M & J Pelzer, J & C Stevenson, S Zilkha, D Contessa 519 LLC	White Alley LLC Bakewicz, M & J & J Komaromi&LeeKomaromi Bank of NY Mellon 148 Wooley StreetLLC Jones, A Charlie Dog Too LLC	815,000 1,450,000* 1,380,000 607,857 2,185,000 1,625,000 750,000	43 Andrew Ct 357 Edge Of Woods Rd 2 William Way 36 Kenwood Rd 148 Wooley St 7 South Rosko Dr 570 Hampton Rd, #17
SOUTHOLD	1450 Laurel Ave LLC Manno, L & Zito, K Thorne,B & Hilton,K Gallegra, P & E Huang, J & C Shelley,D & Dzama,M	Vicinanza, T & L Bebry, J & S Terry, G & J Trust Jones, H Vogel, P & A Beug,T &Birmingham,J	855,000 435,500 550,000 340,000 425,000 699,000	1450 Laurel Ave 1090 Cedar Dr 600 Highwood Rd 780 Paradise Shores Rd 1160 Paradise Shore Rd 1620 Koke Dr & 019.002
WADING RIVER	Seawood&Wirtzer-Seaw Barra, K & M Komljenovich, A & C Van Houten, B	Kahalehoe, M & A Neidhart, T Wern, E Tarulli, M & M	530,000 853,400 430,000 535,000	8 Karen Ct 6 Baileys Ct 150 Josephine Dr 22 Cricket Ct
WESTHAMPTON	Federal HomeLoanMrtg	Balazy, M by Ref	644,000	539 Dune Rd, Unit 16
WESTHAMPTON BEACH	Firestar HoldingsLLC Firestar HoldingsLLC	Post Fields LLC Post Fields LLC	237,500* 237,500*	Carwin Lane Carwin Lane lot 9

* Vacant Land

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Real Estate

MILLION DOLLAR BEACH HOUSE

Meet Jimmy Giugliano of Nest Seekers International

The alluring world of luxury real estate comes with its own set of drama, both corporate and personal, and Netflix is capitalizing on it. Its new show, *Million Dollar Beach House* follows five Nest Seekers International brokers out for success in the Hamptons real estate market as they navigate high-stakes business while keeping up with their families and loved ones and dealing with interpersonal conflict with each other.

Million Dollar Beach House is streaming exclusively on Netflix. Get ready to meet the brokers!

MEET THE BROKERS Jimmy Giugliano

Jimmy is a Nest Seekers lead who has been in the industry for more than 10 years. Jimmy has his hand in all the super luxe properties and acts as a mentor to the team, but when J.B. Andreassi asks if he's ready to take on his own listings, Jimmy tells him he needs to keep learning, making J.B. question whether Nest Seekers is the right place for him to excel.

As the broker on the show with the most time at Nest Seekers, how did you find yourself guiding and teaching the others?

I focused on J.B. The other ones I helped when I could. They all have their own egos, of course, but I tried and helped them the best I could. You really need to build your Rolodex. It's not one of those things where you just start making money right away. You need to learn the neighborhoods, all that kind of stuff, before you get your feet up and running. These people, when they make a lot of money and are buying expensive homes, they didn't make their money being stupid. They're very educated, very smart, intelligent clients. You have to be on top of your game. I try to instill [wisdom] in them, learn the information. Everybody can regurgitate this stuff, it's not rocket science, but you have to put the time and effort into it so that when you do have the opportunity, you can close the deal. So, I always try to teach them to do all the prep work and learn the market. If you don't have that background you can't succeed.

What was it like doing major business while filming?

It was hectic, to say the least. The other guys had a little more time than I did. The producers were getting a little upset because I wasn't involved as much as they wanted. J.B. worked for me but I also have seven other people who do, so I'm trying to juggle my team, my business, my clients, and my wife was pregnant as well. So I had my hands full, to say the least.

How did your relationships with the other brokers affect your time on the show, both positively and negatively?

I think the positive was that I enjoyed helping J.B. and the others. While you're helping them, you're reteaching yourself the market, you're really on top of your game because you're helping them with the inventory. But the negative is, it takes a lot of time out of your day to help people. Sometimes it ties you up, especially filming. I could have been making money but I was filming a scene for eight hours.

What was it like dealing with clients who may not have been used to being filmed?

I didn't have too many clients on the show, but the



NEST SEEKERS INTERNATIONAL BROKER JIMMY GIUGLIANO OF "MILLION DOLLAR BEACH HOUSE"

ones that did were very nervous. Some of the builders.... were saying things out of the ordinary because they were nervous! So trying to juggle them and obviously when other agents were bringing clients to my houses, some of them were saying things and being a little over-the-top because the camera was on them so you have to manage their egos. This one gentleman was on a roll, trying to get every second of face-time he could.

Talk about the show's balance of business and personal drama.

Business is business. When you walk into the office, even if you have a problem with somebody, you just put your head to the grindstone and get the job done. I try to keep my hands clean of the gossip, but you can see some of the drama that played out with some of the younger brokers going after each other. It's a waste of time—it doesn't get you anywhere. But that's definitely a part of the Hamptons real estate world.

What are some behind-the-scenes aspects of creating the show that viewers at home would never expect were going on?

You definitely have to get used to the filming schedule, it's very demanding. When you sign up for this, you know, but a five-minute scene could take hours. I wasn't expecting that much. I didn't know I'd have to give that much time, to be honest.

What are the challenges associated with selling luxury properties in the Hamptons?

Obviously, it's the wild Wild West when you have so much money on the line. You have so much competition. There's like 2,500 agents selling, and maybe 250 or less make real money. It's very competitive and you have to set yourself apart, which I've been successful at. Last year, I was definitely in the top 20, maybe the top 10. This year, I'm having a record-breaking year, as well. It's hard to climb that ladder. The Tim Davises, they've been doing this for 40 years. When business comes to you instead of constantly chasing, my business would be two or three times larger. It gets bigger and bigger every year. You always have to look at the next step and what's in your future.

What is the greatest lesson you've learned as a Hamptons real estate broker?

Humility, I guess, to be humble. I wanted to prove to the world I was worthy, but to be honest, it doesn't happen as quickly as you want it to. And even though I've been successful, if you look around at other agents

under 35, there's nobody else doing what I'm doing. But for years I struggled. For my first two years, I struggled and worked 70 hours a week and made less than what I could have made at McDonald's if I got paid hourly. The third year, I broke through and doubled and tripled my business every year since.

What aspects of this market do you think viewers from elsewhere will find particularly surprising?

Some of the high-end stuff. For some people, it's hard to wrap your head around spending \$40 million. In most of America, you can buy a mansion for \$1 million. It's an obscene amount of money! And if somebody is going to buy that, their net worth has to be hundreds of millions. That's what viewers are going to have the hardest time wrapping their heads around.

How do you build trust with buyers and sellers?

The best way to build trust is to prove you know what you're talking about. When you prove your knowledge and bring something besides opening the door. I always say, there's real estate agents and guys at the top. I know a lot about construction. You have to be well-rounded and be more than, "Oh, this is six bedrooms," and you see a lot of that. There's agents that don't know where they are half the time, and somehow they're still making money.

As a broker in such an exclusive market, what do you think makes the Hamptons so special?

What makes the Hamptons so special is all the little villages and the ocean beaches. Every village is different. Every little area has its own little touch to it. The Hamptons has a lot to offer to everybody. There's something for everyone. Who doesn't love the ocean and bay beaches? I'm a big boater. The waterways in Sag Harbor and Long Island Sound are some of the best. There is no other summer place like the Hamptons.

Discuss what impact you think being on this show will have on your business and the way potential clients will perceive you.

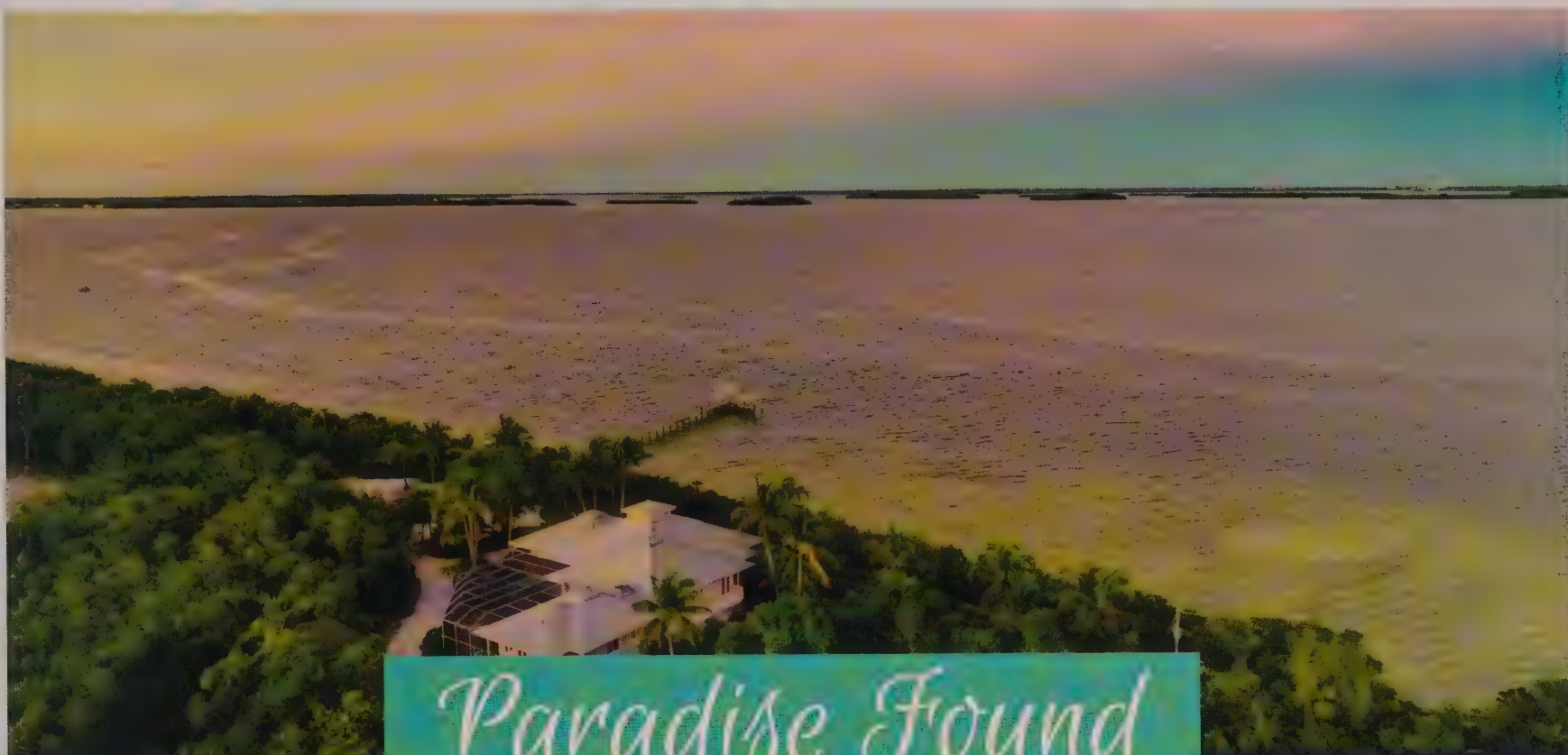
I think it'll be like gasoline on the fire, hopefully. You watch guys like Ryan Serhant, who was younger than I was when he started, but he started doing rentals and small sales. I already did the No. 1 and three biggest trades in the Hamptons last year. So I would think it would be gasoline on the fire. For the young brokers, it should get their careers started faster. I think it will help me grow a lot quicker.

What are you most looking forward to viewers seeing on *Million Dollar Beach House*?

The thing I hope people understand is that in the Hamptons, you get to enjoy the homes but it's a great financial play. We've outperformed the stock market. I hope they realize the investment aspect. Hopefully for season two I'll bring more to the table with my investment group. It's not only buying a house, it's investments, it's everything. The resale, when people sell in 10 years, they sometimes get 100% on their investment. 🏡

BY LEE MEYER

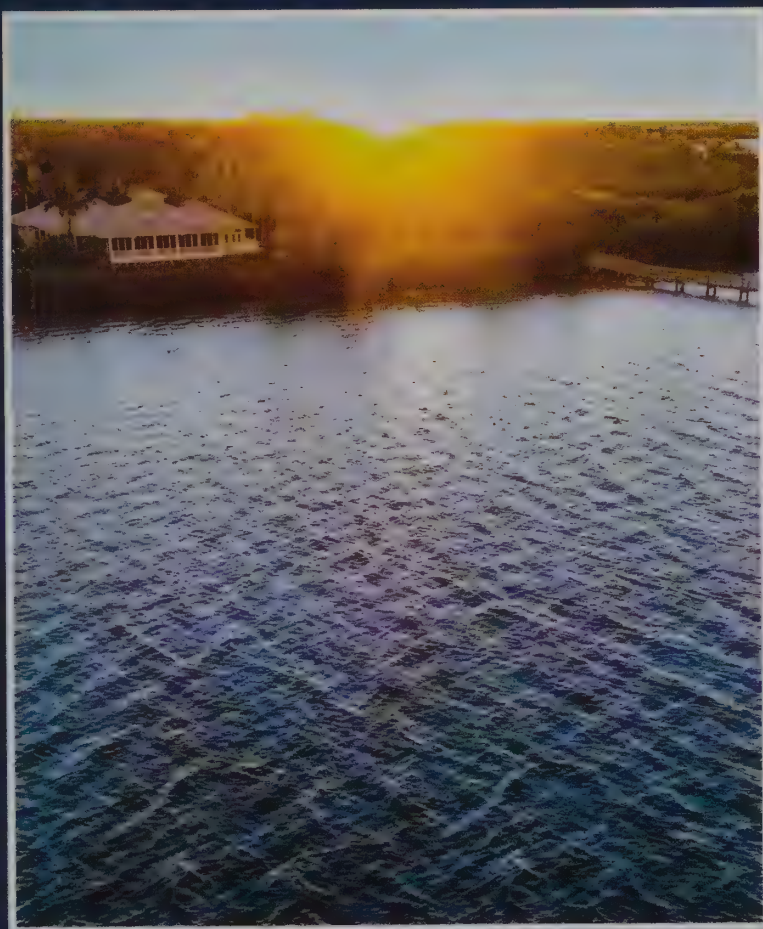
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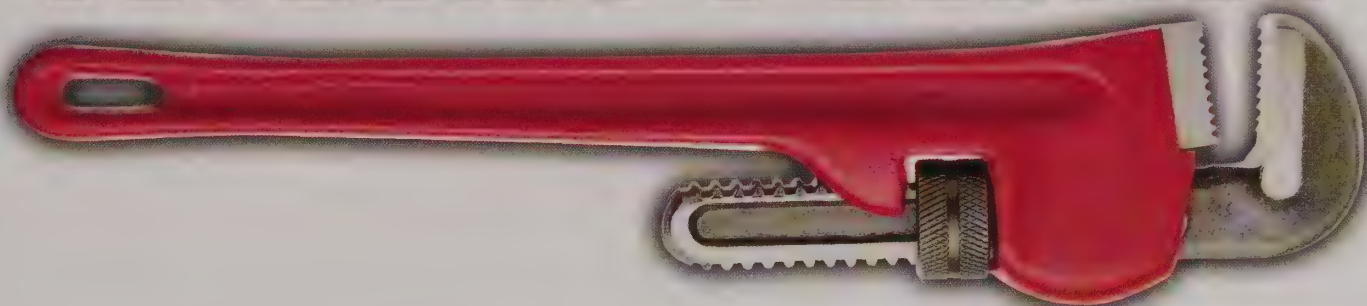
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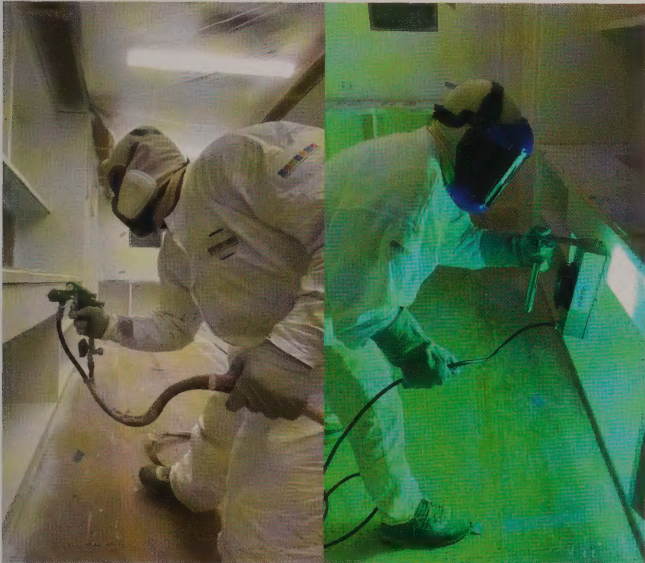
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